

CONTINENTAL TRADING PRICES: AUSTRIA: 6.5; BELGIUM: 2.25; DENMARK: 3.5; FRANCE: 7.5; GERMANY: 12.5; ITALY: 1.500; NETHERLANDS: 1.25; NORWAY: 13.5; PORTUGAL: 2.25; SPAIN: 1.5; SWEDEN: 13.25; SWITZERLAND: 1.25; DOLLAR: 1.5

NEWS SUMMARY

5 die as jet hits homes. Three children were killed and two adults died when their RAF Canberra plunged into the air...

Recovery in gilts; equities off 2.7. Gilts recovered from early losses, finishing with gains of 1.5 in the FT Government Securities Index...

Rippon takes over. Mr. Geoffrey Rippon, a former Environment Secretary, has been appointed to fill the vacancy...

Capital reprieve. Mrs. Maria Murray, who was sentenced to hang last year for the capital murder of a policeman...

Suarez alliance. The Union of the Democratic Centre, comprising 15 political parties supporting Sr. Adolfo Suarez...

Kuwait ban. The Financial Times has been named from Kuwait as being named from Kuwait as being named from Kuwait...

Skippers freed. In the case of the ten Dutch sailors held at Cork for alleged breaches of Ireland's sherry regulations...

Man's defect. Polish police said that 24 Polish soccer fans who came to Copenhagen for a World Cup match...

Briefly. read is to go up by 1p a large and a 1p a small loaf on Monday...

Chief price changes yesterday. Prices in pence unless otherwise indicated. De Beers Ltd. 281 + 11, Joburg 214 + 1, Pampontional 132 + 1, Thiess Holdings 182 + 22.

Table with columns for RISES and FALLS, listing various stocks and their price changes.

Strike in Ulster may spread as threats harden

BY ROY HODSON IN NORTHERN IRELAND. Widespread intimidation by Protestant Loyalists made the general strike called by the United Unionist Action Council...

Map of Northern Ireland showing locations like Londonderry, Belfast, and various industrial areas with text describing the strike's impact on power stations and industrial areas.

Callaghan to tackle U.S. on nuclear plan

BY PHILIP RAWSTORNE. MR. JAMES Callaghan is to take the argument against U.S. proposals for restricting the reprocessing of nuclear fuel...

U.S. money supply targets cut

BY JUREK MARTIN, U.S. EDITOR. DR. ARTHUR BURNS, chairman of the Federal Reserve Board, sounded another sombre warning...

Official reserves rise to \$10.13bn.

By Peter Riddell, Economics Correspondent. BRITAIN'S official reserves rose by \$12m. last month to \$10.13bn. about \$6m higher than at the start of the year...

CBI survey points to rise in investment

BY KENNETH GOODING, INDUSTRIAL CORRESPONDENT. INVESTMENT by U.K. manufacturing industry should continue to increase strongly during the next few months...

The U.K. alternative

BRITAIN IS preparing alternative anti-proliferation proposals, in face of the U.S. call for a moratorium on the reprocessing of spent nuclear fuel...

Accurate

Table with columns for Mr. Carter and the economic summit, W. German politics, and Tomorrow's local elections. It lists various news items and their page numbers.

Large advertisement for South African Airways featuring the slogan 'Now London to Cape Town non-stop' and an image of a jet flying over the ocean.

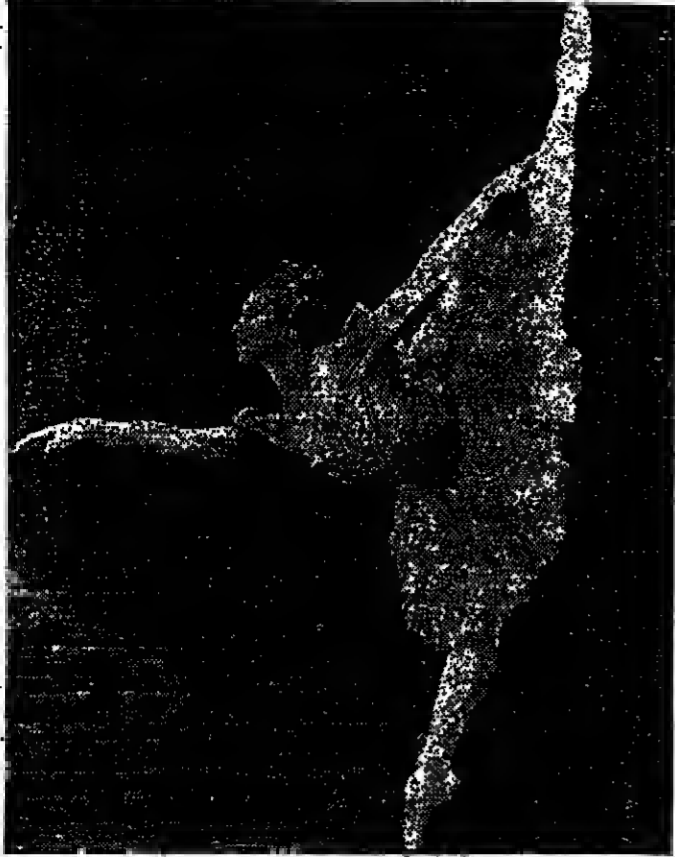
Television

The medium is the message by CHRIS DUNKLEY

To see Network, the caustically satirical film about American network television, after several weeks watching Britain's most consistent TV ratings successes notably Coronation Street, Crossroads and This is Your Life...

people can take credit for a Nationwide, did incorporate a similarly disturbing series about "give-it-up" spot for a time. Thames, on the other hand, is a commercial television company. A large part of its income is supplied by advertisers of alcohol and tobacco...

British drama series which have waded through in the last few years. The familiar plot of the rise of a young man from extreme poverty to extreme wealth is adapted from Frank Hardy's 1960 novel and, combining as it does the subjects of racing, politics, evasion of the law, and romance, all at the turn of the century, it makes for a very watchable weekly hour.



Manola Ascensio in London Festival Ballet's 'The Sleeping Beauty', which opened last night at the Coliseum

Lytelton

The Devil is an Ass by MICHAEL COVENEY

The first British regional company into the new National (if and gulls to his own advantage, we are not to count the Although I and Stuart Burge's Leicester Phoenix recent child-production a little pedantic and dreary show on this stage) is the Birmingham Rep, with this excellent adaptation by Peter Barnes of Jonson's sprawling city comedy. Reviewed enthusiastically in these pages when premiered at last year's Edinburgh Festival, the main achievement of Mr. Barnes' cunning dramaturgical treatment is to contain the complexity of the

Elizabeth Hall

Samson by ARTHUR JACOBS

Not until such a masterpiece as sung a moving 'Total eclipse' Somson fills the larger Festival and austere Samson's role Hall shall we be able to declare the fulfilment of the present Handel revival. But Monday's Handel was one of those occasions which hearten Handel's slightly less secure as a Philistine Thomas. The famous 'Honour and arms' became not a mere vocal display (though it was that as well) with a magnificent cadenza at the end of the central section but an embodiment of worklike scorn. A Covent Garden audience would have leapt in with applause. In the ensuing duet, Anthony Rolfe Johnson drew back the challenge. Replacing Peter Pears at short notice, Mr. Johnson had already

Festival Hall

Ashkenazy

Skyabin is evidently a composer very close to Ashkenazy. He has recorded the op. 20 concerto, and four of the sonatas; four years ago, he devoted an entire recital to the music; on Monday he divided his all-Russian programme between Skryabin and Rakhmaninov. Ashkenazy plays Skryabin beautifully; and maybe that is half the trouble. His Skryabin is beautiful: it is also glassy-smooth all surface without shimmer or depth. It is lovely, but plain; the sounds from the depths do not speak. The touch is powerful, ravishingly delicate; but the pianissimo is a quietness without mystery, without celestic softness; the fortissimo reveals little of manic grandeur, or (a favourite Skryabin conceit) 'dark majesty'; between the two extremes the impulse is amiable and gentlemanly—without wildness or yearning. Even early works like the second sonata have more

Sadler's Wells Theatre

Helpmann

If I say that Sir Robert Helpmann was up to his old tricks in Coppelia on Monday, ballet-goers who remember his performances in the late 1940s and early '50s will need no further urging to go and see him with the Wells Royal Ballet. A consummate droll, Helpmann has ever had immense fun in showing us Dr. Coppelius in the worst possible light: senile, slightly malicious, and doddering on the point of lunacy. He is riotously and wonderfully in control of the part once again: the tripping walk, the penultimate, the feeling that the role is being taken by a malevolent sheep, are all framed in a joyous comic performance. And there are, too, the passages when Helpmann the actor, who impressed us in The White Devil and as Hamlet, and



Lord Mountbatten's 'Life' with Jackie Coogan and Eamonn Andrews

New York theatre

A little child shall lead them by GEORGE OPPENHEIMER

A thirteen-year-old girl has become the toast of New York. She is Andrea McArdle, the bright star of Annie, the new musical that has taken the town by storm. Based on the popular comic strip, Orphan Annie, this is a smash hit and deservedly so. Thomas Meehan has written a book that has more laughs in it than the proverbial barrel of monkeys; Charles Strouse has written some tuneful tunes; Martin Charnin has done the lyrics and also directed the book with style and pace. And Mike Nichols, that excellent director, has turned producer and has produced as well as he directs. Annie has so many virtues that it is tough to know where to start and the FBL Fakes turn up and extolling them. Miss McArdle is that rare phenomenon, a child actress whom you do not in stantly wish to do away with. She has charm, talent and is utterly devoid of mannerisms and cuteness. She is appealing, funny without being caught at it. Then there is Dorothy Loudon as the head of an orphanage. She is mean, disorderly, villainous, disreputable and drunken lady and eyes, the costumes by Theoni V. Aldredge are lovely to look at. Beatrice Lillie has a comedienne and Peter Genarro has come up with some graceful happy dances. All in all, Annie is a treat, a delight, a thing of beauty (which is Sandy, a dog, and he is somebody once said about it) and a joy forever which is how long it may run. Peter Pan. Footnote: McArdle survives both of them. For those of you who are not familiar with the comic strip, Annie is an orphan who is adopted by a lonely millionaire. She still would like to discover her real parents and, in the revival of The Basic Training of Norman Panza, David Rabe's musical, is aided by Franklin P. Johnson, Daddy Warbucks and the FBI. Fakes turn up and are turned down but, in the process, Annie discovers that she is really fonder of Daddy than she even is of her millionaire, who goes to the Vietnam War and is killed right at the start. Then the play reverts to his basic training which consists mainly of teaching him how to

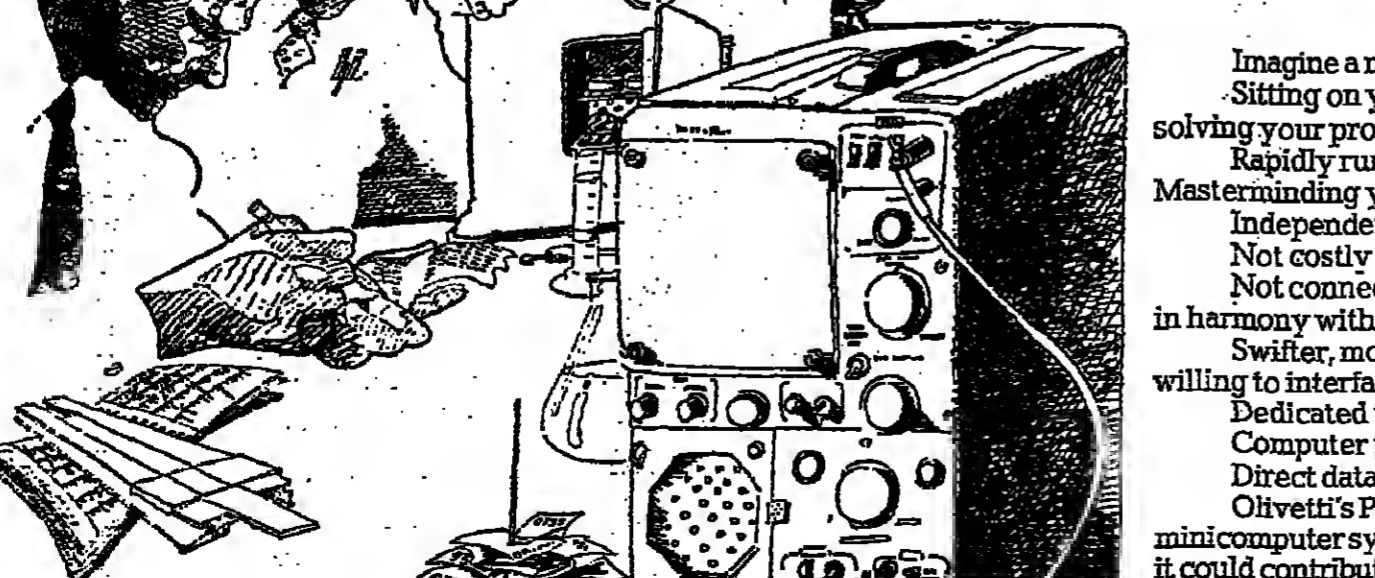
Rainbow

Elton John by ANTONY THORNCROFT

Elton John's charity concert in aid of the Sirver Jubilee appeal is a slightly tense occasion. It was tense arriving at the Rainbow in the rain through sobering Finbury Park and a group of hecklers incensed by the black ties and the £25 tickets, and it was tense inside where Elton John's habitual harp was tuned by the presence of Princess Alexandra and a demanding audience. Few artists could have survived, and it sums up Elton John that he seems to touch a genuine nerve, as in Sorry as the Hardest Work, and often the public bar thump of the up-tempo numbers produces spontaneous physical reaction from the audience. 250,000 was painlessly raised for charity.

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EUROPEAN NEWS

Russian anger over Japan fish dispute

By David Satter

MOSCOW, May 3. THE SOVIET Government newspaper *Izvestia* reacted angrily to the growing wave of anti-Soviet sentiments in Japan over the issue of Japanese fishing rights in the newly declared Soviet 200-mile fishing zone.

Izvestia said that an anti-Soviet campaign based on Japanese claims to four Soviet-held islands off Japan's northern coast could create "a danger to peace in the Far East."

The newspaper warned that the instigators of the campaign would be responsible for all the consequences of their "near-sighted policies." It said that those who help rally the nation on the basis of hostility to the Soviet Union "objectively put themselves in the service of reaction."

The *Izvestia* article was the strongest response yet to mounting antagonism towards the Soviet Union in Japan over the fishing issue which has turned into a confrontation over Soviet occupation of four Japanese islands in the Kurile Island chain at the end of the Second World War. Japan's political parties, including Communists and Socialists, have united behind a policy of refusing to recognise Soviet sovereignty over the islands in any fishing agreement.

The appearance of the *Izvestia* article coincided with the arrival to-day in Moscow of Japanese Agriculture and Fisheries Minister Zenko Suzuki, who has returned from Moscow for a new attempt to reach an interim agreement on Japanese fishing in the 200-mile Soviet zone. Mr. Suzuki is scheduled to meet Soviet Fisheries Minister Alexander Ishkov on Thursday.

The negotiations for an interim agreement foundered last month on the territorial issue. As a result of the present deadlock Japanese fishing in Soviet waters has been suspended indefinitely and 7,000 Japanese fishing boats have been withdrawn from the traditional fishing grounds.

Separate negotiations for a new long-term fishing agreement to replace the 1956 Soviet Japanese convention on fishing in the North-West Pacific are also deadlocked over the territorial issue. The Soviets announced on April 29 that they were scrapping the existing agreement.

BONN'S STRAINED ALLIANCE

Coalition at risk

BY JONATHAN CARR IN BONN

CAN THE West German coalition government survive? Its senior partner, the Social Democratic Party (SPD), seems bent on tearing itself apart. Its liberal Free Democrat (FDP) ally fears that if things go on as they are, its partnership with the SPD will be a severe liability. In its seven and a half years of rule in Bonn, first under Chancellor Willy Brandt and, since 1974, under Chancellor Helmut Schmidt, the SPD-FDP alliance has never looked so sick.

It would be too charitable to say that the SPD has been having a run of bad luck. The run has become an avalanche. The party is showing all the signs of having been in power too long, with one half gradually losing the will to rule while the other remains strongly attached to the benefits which office brings. Reports multiply of misuse of power by party officials, of "jobs for the boys." And it is just those party members for whom social democracy has been a moral crusade as well as a political movement who wonder whether, after all, the SPD should not go into opposition to renew itself.

Erosion

West Berlin provides the latest example of the erosion of the SPD's power and reputation at provincial level. The SPD ruled there alone for years but since 1975 has needed a coalition with the FDP to stay in office. Last week the senator responsible for interior affairs was forced to step down after alleged financial misdemeanours. This other members of the provincial government. But it is the latest in a series of such debacles and this time the SPD governing mayor, of nearly two years standing, Herr Klaus Schütz, had to accept responsibility and resign. The opposition Christian Democrats (CDU), the largest single party group in the city Government, demanded new elections. The SPD-FDP refused and on Monday elected a new governing mayor, Herr Dietrich Stöbbe, a tough, pragmatic leader who has the ear of the Chancellor in Bonn.

He will need all his toughness and a lot of luck to stop the rift leagues who think he should be the SPD's Chancellor again. Herr Herbert Wehner, the SPD's par-

liamentary floor leader and "king-maker," constantly stresses that his role is to help Herr Brandt and Herr Schmidt, but gives few practical demonstrations of this. His cross-questioning of the Government in the Bundestag has sometimes appeared more hostile than that of the opposition—admittedly no difficult feat at present. Almost nothing has gone right for Herr Schmidt. He has always been rather out on a limb on the right wing of the SPD, the party divisions have weakened his position further. On the central issue of energy policy, his insistence that more nuclear power stations must be built if economic growth and jobs are to be secured is running into increasing party opposition.

All this would not matter much if it were merely provincial bickering with only a marginal effect on the Bonn Government. But already the opposition CDU-CSU has a powerful hold on the Bundestag, the second chamber of Parliament made up of representatives of the federal states. The Bundestag has the power to delay, and in some cases veto, proposed legislation. Further strengthening of the opposition there through striction of the SPD-FDP alliance in the Government's legislative programme to a halt. There would then seem to be no alternative to a new general election.

Beyond that, the rank and file of the SPD is in a mood to tolerate a "hotter than thou" attitude from its partner. It is common to hear an SPD member observe bitterly that the FDP is no more moral than its ally. In the SPD there felt that the FDP (7.9 per cent of the vote at last October's election) has had a say in Government policy-making out of all proportion to its size. But when things go wrong in Bonn, as they have done repeatedly over the past six months, then the SPD gets most of the blame. At least, say SPD members, the party has the courage to try to work out its problems and differences in the public gaze.

Some of the SPD's dissatisfaction could be removed if the party leadership itself seemed united in pursuit of a common cause. True it jointly cracked down last week on the leader of the Young Socialists who appeared ready to take his forces out of the SPD altogether. But often the party headquarters, the SPD parliamentary group and the chancellor are working on different wavelengths.

Herr Willy Brandt, the party chairman, seems unable to stop the rift though he is said to be personally in good shape—perhaps flattered (though not deluded) by some party colleagues who think he should be the SPD's Chancellor again. Herr Herbert Wehner, the SPD's par-

liamentary floor leader and "king-maker," constantly stresses that his role is to help Herr Brandt and Herr Schmidt, but gives few practical demonstrations of this. His cross-questioning of the Government in the Bundestag has sometimes appeared more hostile than that of the opposition—admittedly no difficult feat at present. Almost nothing has gone right for Herr Schmidt. He has always been rather out on a limb on the right wing of the SPD, the party divisions have weakened his position further. On the central issue of energy policy, his insistence that more nuclear power stations must be built if economic growth and jobs are to be secured is running into increasing party opposition.

Weakened

Old enemies of Herr Schmidt's brand of social democracy, like the former Development Aid Minister Herr Ehard Eysler, are re-emerging strongly to challenge the assumptions of the Government's nuclear programme. If they win the day, Herr Schmidt's position may be untenable. Add to this differences with the FDP-run Foreign Ministry on Ostpolitik, problems with the new U.S. administration and the serious internal difficulties of his allies in France and Britain—and it is no surprise that the Chancellor has recently given the impression he has had enough.

The FDP now faces a big dilemma. Its leader, Herr Hans Dietrich Genscher, the Foreign Minister, recently made the typically delicate remark that the coalition would not fail because of the FDP. Some commentators took this to be a pledge of continuing support. It could just as easily mean that if the SPD is unwilling or unable to mend its ways then the FDP cannot be held responsible for the consequences. But where would the Liberals go? The CDU would be an acceptable partner. But partnership with them would also mean taking, for the present at least, the right-wing Bavarian CSU, under its leader Herr Franz Josef Strauss. The FDP fears this would lose it more left-wing voters, and perhaps mean it gain the 5 per cent support needed for parliamentary representation.

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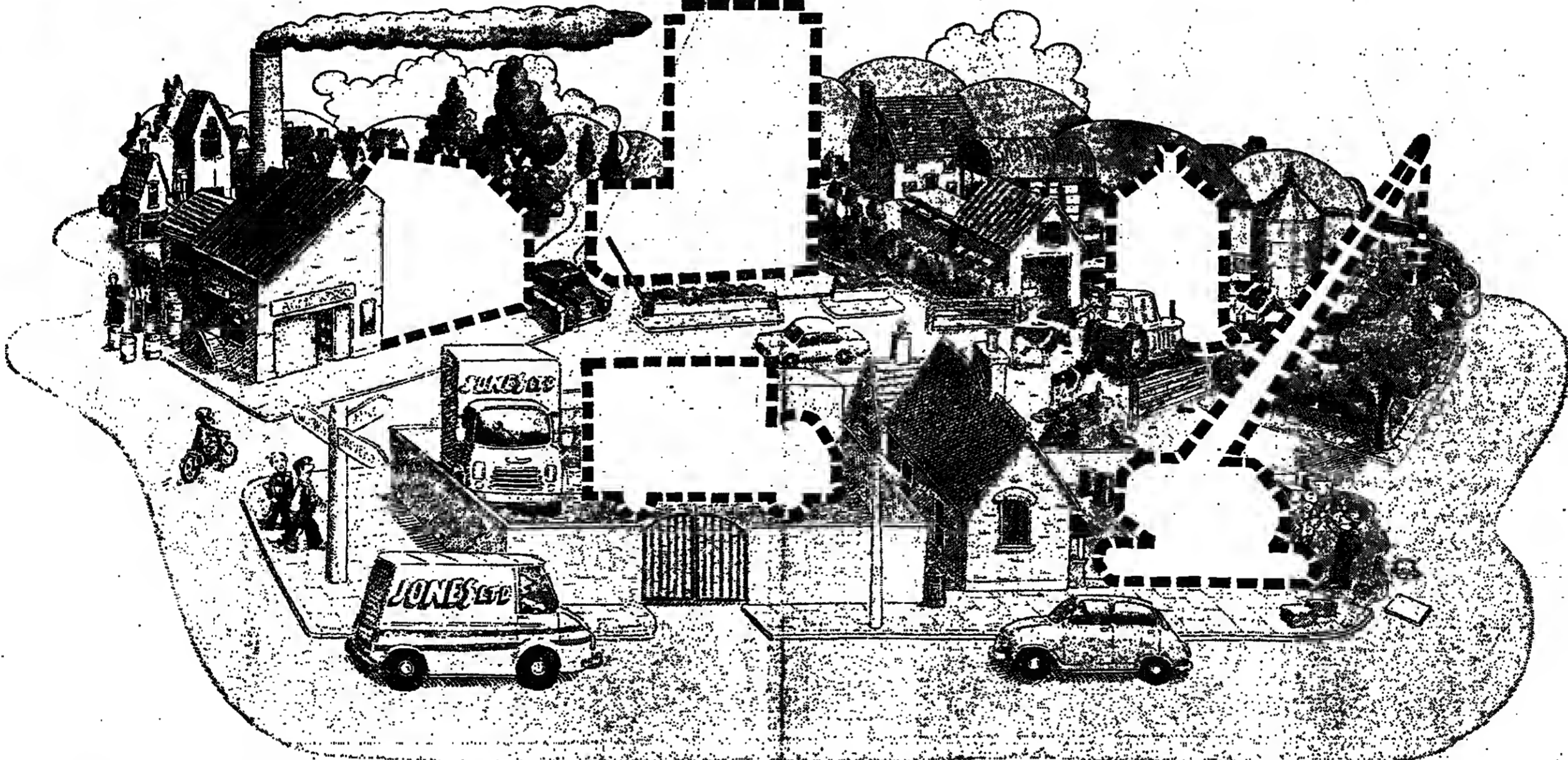
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EUROPEAN NEWS

Spanish centre alliance emerges

By Roger Matthews

MADRID, May 3. THE POLITICAL alliance that carries the majority support of the Spanish Cabinet and the past...

The announcement was made by Sr. Leopoldo Calvo Sotelo, who 10 days ago resigned as Minister of Public Works to act as political agent for the Premier within the alliance.

Man arrested in Buback killing

By Jonathan Carr

BONN, May 3. WEST GERMAN police today announced their first success in the hunt for the killers of the Federal Attorney-General, Herr Siegfried Buback, shot in a Karlsruhe street almost a month ago.

New row over Jenkins' summit role

BY OUR OWN CORRESPONDENT

A FRENCH dispute broke out today over the sensitive question of the exact role which Mr. Roy Jenkins will play, as president of the European Commission, at the forthcoming Western economic summit in London.

FINANCIAL AID FOR POOREST COUNTRIES

EEC plans \$1bn. special relief fund

BY GUY DE JONQUIERES, COMMON MARKET CORRESPONDENT

EEC FOREIGN Ministers agreed today on the broad outlines of a plan to set up a \$1bn. special action programme intended to provide short-term financial relief for the poorest developing countries.

The plan aims to present the plan formally at the concluding Ministerial session of the North-South dialogue in Paris at the end of this month, where it is expected to form one of the principal elements of the industrialised countries' response to demands by the developing world for a new international economic order.

Statfjord A tow begins

BY WILLIAM DULLFORCE

A SQUADRON of nine powerful tugs today began towing the world's largest offshore production platform from a field south of Bergen to the Statfjord field 25 miles out in the North Sea.

several of his colleagues about the arrangement when he told reporters: "It's a damned silly way to run a summit. It will just cause irritation among the participants."

The strong suspicion here is that the Prime Minister, Mr. James Callaghan, bowed to French wishes in an effort to avert any further strain on relations between London and Paris, which have already been soured by the affair.

BRUSSELS, May 3.

Officials were suggesting that it was little more than a pretext to exclude Mr. Jenkins from more substantive discussions on Saturday, when the seven heads of Government attending the summit are due to hold more general and wide-ranging exchanges on the world economic situation and other major questions.

STAVANGER, May 3.

The final capacity of Statfjord A will be 300,000 b/d or almost as much as the production of the whole Ekofisk complex before the Bravo blow-out.

cent, and other countries 4 per cent, or less.

At present, the Nine appear disinclined to do much more than they have already done to improve the offers which they are prepared to make to the Third World countries in advance of the opening of the final North-South session on May 31.

BRUSSELS, May 3.

They have agreed in principle to consider the possibility of setting up a common fund which would act as a clearing house for administering individual agreements to finance buffer stocks for a limited number of commodities, though they continue to hank at the demands of the Group of 19 for a more ambitious integrated commodity programme.

BRUSSELS, May 3.

Britain-to-day called for action by the Common Market "within a matter of days" to get in contributions to the fifth IDA replenishment exercise.

Banks swap details for E. Europe lending

By Hilary Barnes

COPENHAGEN, May 3.

WESTERN BANKS are setting up an information exchange system under the auspices of the Bank of International Settlements in Basle on the state of the economies of the East European countries, according to Mr. Bendt Hansen, chief general manager of Copenhagen Handelsbank.

So far they have been prepared to lend to the extremely secretive East European governments without receiving detailed information on the state of the economies and economic policy.

Mr. Hansen was speaking about prospects in the international money markets and Denmark's ability to finance its current balance of payments deficit.

He foresaw no difficulty in financing the deficit in the short term, but said that in the longer term, "we must face the fact that we shall come closer and closer to a situation in which we shall have to accept if not Italian terms, then terms which are much less favourable than the first-class terms we have enjoyed so far."

No devaluation in plan to revive Portuguese economy

BY DIANE SMITH

LISBON, May 3.

FIRMLY squashing rumours that the escudo, already devalued by 15 per cent in February, would be devalued again this year, Sr. Jose Silva Lopes, Governor of the Bank of Portugal, gave a cent in 1976, rose by 30 per cent, preview yesterday to members last year (although private investment is still only at one fifth of 1973 levels).

Public spending, he said, will be cut further this year and private consumption will be reduced to a greater extent (not, however, it is believed, by further import controls).

Priority will be given to investment in Portugal's ailing agriculture, which has been crippled by years of backwardness, political trial and error through a radical land reform in the grain belt of the south (now under rigorous review) and the reluctance of ultra-conservative smallholders in the north to link up tiny holdings to those of relatives or neighbours and thereby create larger spreads on which corn, badly needed for animal feeds, can be grown more efficiently.

Private investment will be encouraged, said Sr. Silva Lopes, and greater guarantees will soon be available for foreign investors, through a revised foreign investment code.

NEW POLITICAL DEAL SOUGHT IN ITALY

Difficult choice for Communists

BY DOMINICK J. COYLE

AFTER 30 years of hardline anti-Communism, Italy's long-ruling Christian Democrats are this week trying to put together a deal with the country's powerful Communist Party. The deal is being attempted in the name of "programmatic Government," a somewhat unique Italian political formula which, for the first time, would bring the Communists directly into the governing process but not into the Cabinet.

Terrorist trial postponed

BY PAUL BETTS

ROME, May 2.

AS THE Italian Prime Minister, Sig. Giulio Andreotti, called an emergency Cabinet meeting to-night to discuss the dramatic upsurge of violence underlined in Turin today by the failure to constitute a jury for the controversial trial of 53 members of a Left-wing extremist group, the so-called Red Brigades.

Turkey urged to respect democracy

BY METIN MUNIR

ANKARA, May 3.

PRESIDENT Fahri Koruturk of Turkey today urged his countrymen to respect the principles and roles of democracy. The President, who occupies a non-partisan position, has little authority but his word carries weight. He was making his first public entrance following the death of 34 people and wounding of scores of others at the Istanbul May Day rally organised by the left-wing Confederation of Revolutionary Workers Unions (DISK).



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AMERICAN NEWS

'Friendly' opening to Vietnam negotiations

PARIS, May 3. THE U.S. and Vietnam today began their first official negotiations since the end of the Vietnam conflict...

Missile production line to be kept open

WASHINGTON, May 2. MR. HAROLD BROWN, the U.S. Defence Secretary, has delayed a decision to close the Boeing production line of the Minuteman 3 inter-continental ballistic missile...

Mondale to see Tito on Europe tour

WASHINGTON, May 3. U.S. VICE-PRESIDENT Walter Mondale (pictured right) will pay a ten-day visit to Europe later this month, which will include sessions with President Tito of Yugoslavia in Belgrade...



The Vice-President will begin his tour, starting on May 14, with talks in Lisbon and Madrid. The

Vorster meeting poses delicate dilemma

BY BRIDGET BLOOM. MR. WALTER MONDALE, the U.S. Vice-President, whom President Jimmy Carter last month nominated as overall co-ordinator of U.S. policy towards Africa, is expected to meet Mr. Vorster, the South African Prime Minister, in Vienna on May 19-20...



Puerto Rico banks may get \$60m. aid

SAN JUAN, PUERTO RICO, May 3. SR. CARLOS Romero Barcelo, the Governor of Puerto Rico, has proposed aid totalling \$60m. to two Puerto Rican commercial banks in financial difficulties...

Argentina considers islands decision

BUENOS AIRES, May 2. THE MILITARY Junta met again here today to consider the adjudication awarding three tiny islands at the southern tip of South America, in dispute between Chile and Argentina, to Chile...

Kennedy committee emphasises energy in anti-trust inquiry

WASHINGTON, May 3. A U.S. Senate subcommittee yesterday began the first broad Congressional examination of the Government's anti-trust operations in more than a quarter of a century, with the energy field due for special scrutiny...

Pentagon discounts claim of Soviet beam weapon

WASHINGTON, May 3. THE PENTAGON has discounted a "remote possibility" a detailed report in an aviation and space magazine that the Soviet Union is developing an energy beam that could neutralise all U.S. missiles and "checkmate" this country's strategic doctrine...

Canada likely to delay revision of Bank Act

OTTAWA, May 3. THE CANADIAN House of Commons has approved legislation that extends the Bank Act until next March 31, thus giving the Government more time to draft proposed revisions...

NEW YORK. SIX FLIGHTS A WEEK. Now Iran Air have flights to New York every day except Sunday. All by Jumbo, leaving Heathrow at 14.15. And arriving at 16.45 at JFK's speedy 'Worldport' terminal.

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Car production increase in April

DETROIT, May 3. U.S. car manufacturers built 814,029 cars last month, 3 per cent more than in April, 1976, when they produced 793,469 units. However, output was about 6,900 below earlier projections by car analysts because strikes closed General Motors and Chrysler assembly plants.

Arctic gas pipeline plan challenged

OTTAWA, May 2. THE CANADIAN Government may be forced to delay a decision on proposed northern pipelines because of a legal initiative by the Canadian Wildlife Federation. Mr. Ian Macdonald, chairman of the Federation Energy Committee, said the legal initiative has taken the form of a motion challenging the jurisdiction of the National Energy Board to hear an appeal from the Canadian Arctic Gas Pipeline of Toronto for "conditional certification" to build a pipeline from natural gas fields in Alaska and the Mackenzie delta to southern markets.

No debt problem for Bolivia, says group

PARIS, May 2. BOLIVIA should not have any difficulty in financing its substantial external debt, according to the Consultative Group for Bolivia which ended a two-day meeting in Paris under the auspices of the World Bank. In a statement, the World Bank said that the group noted that while Bolivia had contracted substantial amounts of loans from abroad in the recent past, its external debt was consistent with the country's servicing capacity. It also noted that the Government would use "its greatly expanded access" to world capital markets for long-term financing of high priority projects, and that it would exercise restraint in its borrowing from commercial banks in the future.

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Jy 10 1977

OVERSEAS NEWS

Zaire losses in Shaba ambush

KINSHASA, May 3. WESTERN military sources said today that an unknown number of Zairean and Moroccan troops were killed and up to 30 wounded in a week-end ambush by rebels in southern Shaba province.

Arafat urges PLO case in talks with Saudis

PALESTINE Liberation Organisation chairman Yasser Arafat arrived in Riyadh, the Saudi Arabian capital, last night for what are described as intensive talks with King Khalid and Crown Prince Fahd.

up their vocal campaign demanding prompt implementation of the agreement.

Khedafi expels Egyptians

THE COMPLETE Egyptian work force in Libya, numbering about 220,000, is to be expelled on the order of Colonel Muammar Khedafi, the Libyan head of state, by July 1, the Egyptian Middle East News Agency (MENA) reported.

Indonesian poll retains status quo

PRELIMINARY results from the Indonesian general election indicate that the military-backed Golkar movement, which has strong unofficial links with the Suharto regime, has retained its majority.

INDO-SOVIET RELATIONS The bartered bride

NOTHING seemed more enduring to the Russians in Asia than their alliance with India. Fostered assiduously by the Nehru family from the 1950s, it was cemented in 1971 when, just before the war with Pakistan over Bangladesh, Mrs. Indira Gandhi and the Soviet Foreign Minister signed a 15-year treaty of peace, friendship and co-operation.

Arab oil meeting

CAIRO, May 3. THE ORGANISATION of Arab Petroleum Exporting Countries opened a two-day meeting in Cairo yesterday to coordinate its future oil policy.

Mengistu's crucial Moscow visit

ETHIOPIAN military leader Lt-Col Mengistu Haile-Mariam arrives in Moscow tomorrow for a three-day visit as the Soviet bid for influence in the turbulent horn of Africa enters a possibly decisive phase.

NZ-Australia pact

New Zealand and Australia have drawn up a basic defence agreement to join their military forces if either are threatened, writes Dal Bayard from Wellington.

Australian spy treaty with U.S.

VICTOR Marchetti, the former American CIA officer, has claimed that he was co-author of a secret Australian-American treaty on the sharing of intelligence information derived by satellite surveillance of China and the Soviet Union, writes Ken Randall in Canberra.

Obvious

The Russians need not have worried. By the time Mr. Gromyko had held two hours of talks with the Prime Minister and another hour with Mr. Vajpayee (with two working lunches thrown in), it became obvious to him that whatever Mr. Desai had said when he became Prime Minister, the Russian connection is too vital for any Indian Government to break.

Alliances

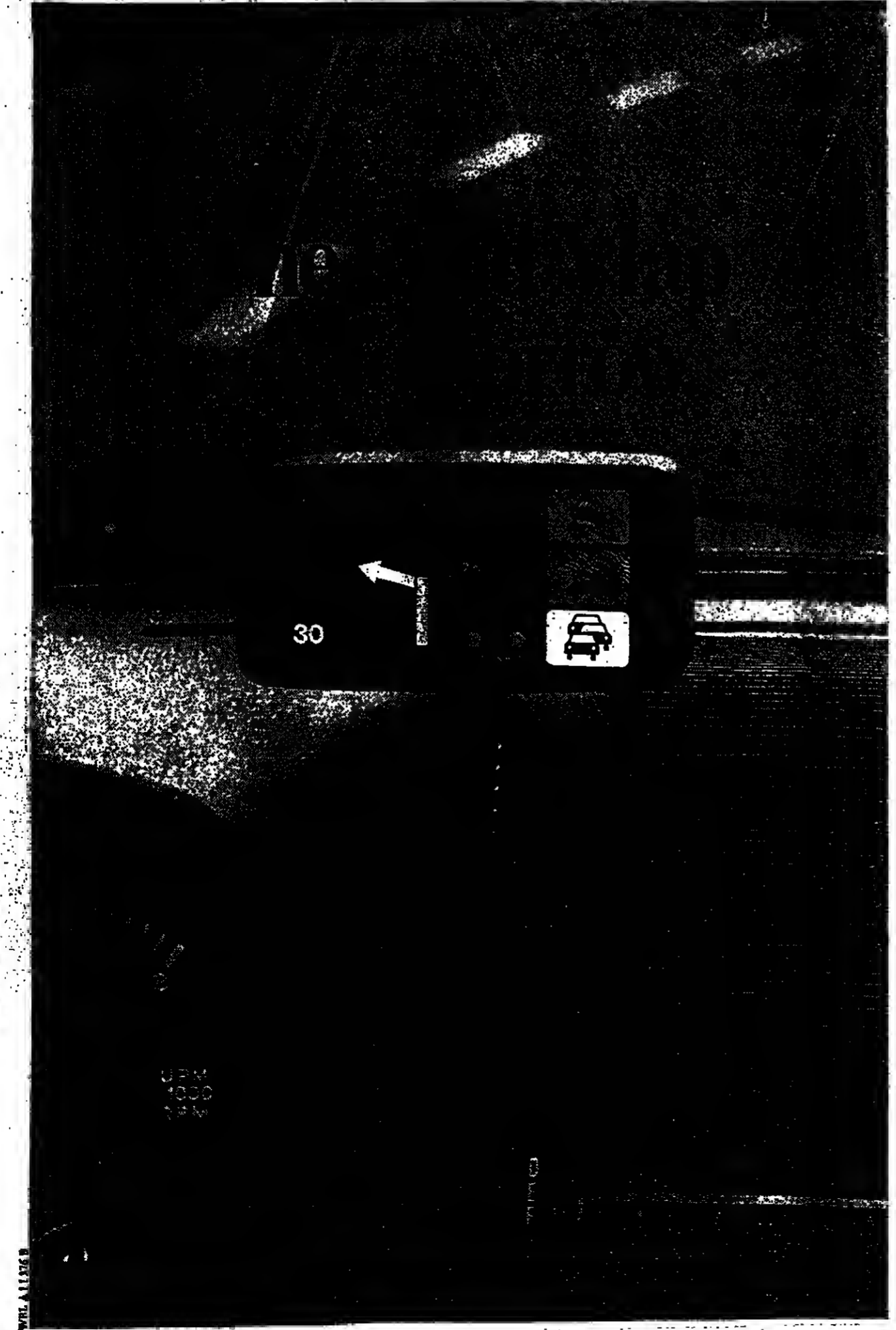
The Janata Party plans to seek electoral alliances for the coming state elections on the same pattern as the March Parliamentary poll, effectively leaving seats for the Marxists in West Bengal, Bihar and Uttar Pradesh, to the Sikh Akali Party in Punjab and to the Drivada Munendra Kazaqam (DMK) in Tamilnadu (the only southern state where elections will be held).

Mozambique oil

The Frelimo government in Mozambique has nationalised the oil industry, according to the Portuguese news agency ANOP. The report said the takeover included the national oil company, SONAREP, and the retailing company, SONAP.

Shake-up

The post-mortem that must have taken place in Moscow led to a shake-up in the Russian Embassy in New Delhi (from which all analysts were withdrawn, obviously for misreading the Indian political situation).



Are there icy roads, fog or traffic jams ahead? Precisely when should you turn off? At what speed should you drive when approaching congestion points? - 30 mph ... 40 ... 50 ... 60 ... ?

You get into your car, tap out your destination on a small coding device which looks much like a pocket calculator and from then on, all the information you need concerning where and how to drive is flashed up on a small display face (no bigger than your hand).

From the millions of incoming signals reaching it, the central computer calculates the ideal speeds and routes for each individual vehicle. ALL may seem to be a science fiction fantasy. But this revolutionary

new system, which was developed between the Aachen Technical College and Blaupunkt, a member of the Bosch Group is a real-life fact.

Television viewers will have seen the Olympic Games through Bosch eyes, as many of the sporting events were televised by Bosch Fernseh cameras. News and entertainment in cars can be received with Blaupunkt auto sound systems.

Bosch electric power tools are at work on construction sites world-wide. Bathrooms and kitchens are equipped with Bosch fittings and built-in units. Bosch employs 5,700 people in research and development alone.



WORLD TRADE NEWS

U.S. may review steel quotas

BY STEWART FLEMING

THE U.S. Government has indicated that it is considering a review of specially steel import quotas imposed in June last year...

Inflationary policy. It is argued that the specially steel industry is not working near to capacity...

competition and help hold prices down. The implications of the hints of a special steel review are therefore of wider significance...

ICI may withdraw from venture with Montedison

BY PAUL BETTS

ROME, May 3

ICI IS said to be proposing to opt out of its 50/50 joint venture with the Milan-based chemicals conglomerate, Montedison...

Smurfit negotiating big Swedish packaging deal

BY ANDREW TAYLOR

A MULTI MILLION pound trade deal for the supply of kraft liner—the raw material used in the manufacture of corrugated card—is being negotiated between Smurfit and Svenska Cellulosa of Sweden...

U.S. Steel pulls out of Brazil project

BY DAVID WHITE

RIO DE JANEIRO, May 3

U.S. STEEL has decided to pull out entirely from a \$350-million iron ore project in the Amazonian Serra dos Carajás mountains, a spokesman of the Brazilia State-controlled mining company CVRD confirmed today...

But U.S. Steel's interest in the venture declined with the depression in the steel market, which took the pressure of its diminishing sources of ore in Venezuela. The company reduced its requirements from the mine to 5m. tonnes a year from 25m.

EEC adopts easier attitude to mergers

BY A. H. HERMANN, LEGAL CORRESPONDENT

A NEW tolerance of restrictive trade arrangements and mergers among the big steel companies, and a greater concern for the needs of the smaller companies, are the main features of the EEC Commission's 196-page sixth annual report on competition policy...

Spain enjoys motoring honeymoon

BY TERRY DODSWORTH, MOTOR INDUSTRY CORRESPONDENT

TO TALK to motor companies in Spain today is like being transported 15 years back to the beginning of the great European sales boom of the 1960s...

SPANISH CAR OUTPUT (1976). Table with columns for Company, Production, Sales, Exports. Includes SEAT, FASA/RENAULT, CITROEN, CHRYSLER, FORD.

It is largely because of Ford that total production could break through the 1m barrier this year, and much of the expansion in exports will also be due to Ford...

RMP

Rand Mines Properties Limited

INTERIM REPORT TO SHAREHOLDERS FOR THE SIX MONTHS ENDED 31 MARCH 1977

Consolidated Profit. Table showing financial results for the six months ended 31 March 1977 and 30 September 1976. Includes Turnover, Profit before taxation, etc.

NOTES: 1. Profit from the sale of property does not occur in a regular pattern. The profits earned during the six months ended 31 March 1977 includes a major land sale.

Rolls-Royce plans talks on Airbus engines

By Ian Hargreaves

ROLLS-ROYCE is hoping for a meeting soon with the European Airbus consortium to finalise arrangements for the development of an Airbus-powered by the state-owned U.K. company's RB211 engine...

Venezuelan order for GKN

CUEST Keen and Nettlefold said it had won a 60,000 tonne rod steel order from Semilla Heliacero of Venezuela...

Hong Kong's deficit widens

HONG KONG trade deficit widened to \$HK\$43m. (about \$165.5m.) in March...

Italians win power contract in Algeria

AMIN (Implant Termico e Nucleare) announced today it had won a contract to build a gas-fired electricity plant in Algeria...

Third, Spain has potential as a convenient jumping off point for an assault on the Arab car market...

This expansionary surge is going on while the rest of Europe worries about overcapacity in the popular car market in which Spain specialises. But three factors make Spain different from the rest of the European Continent...

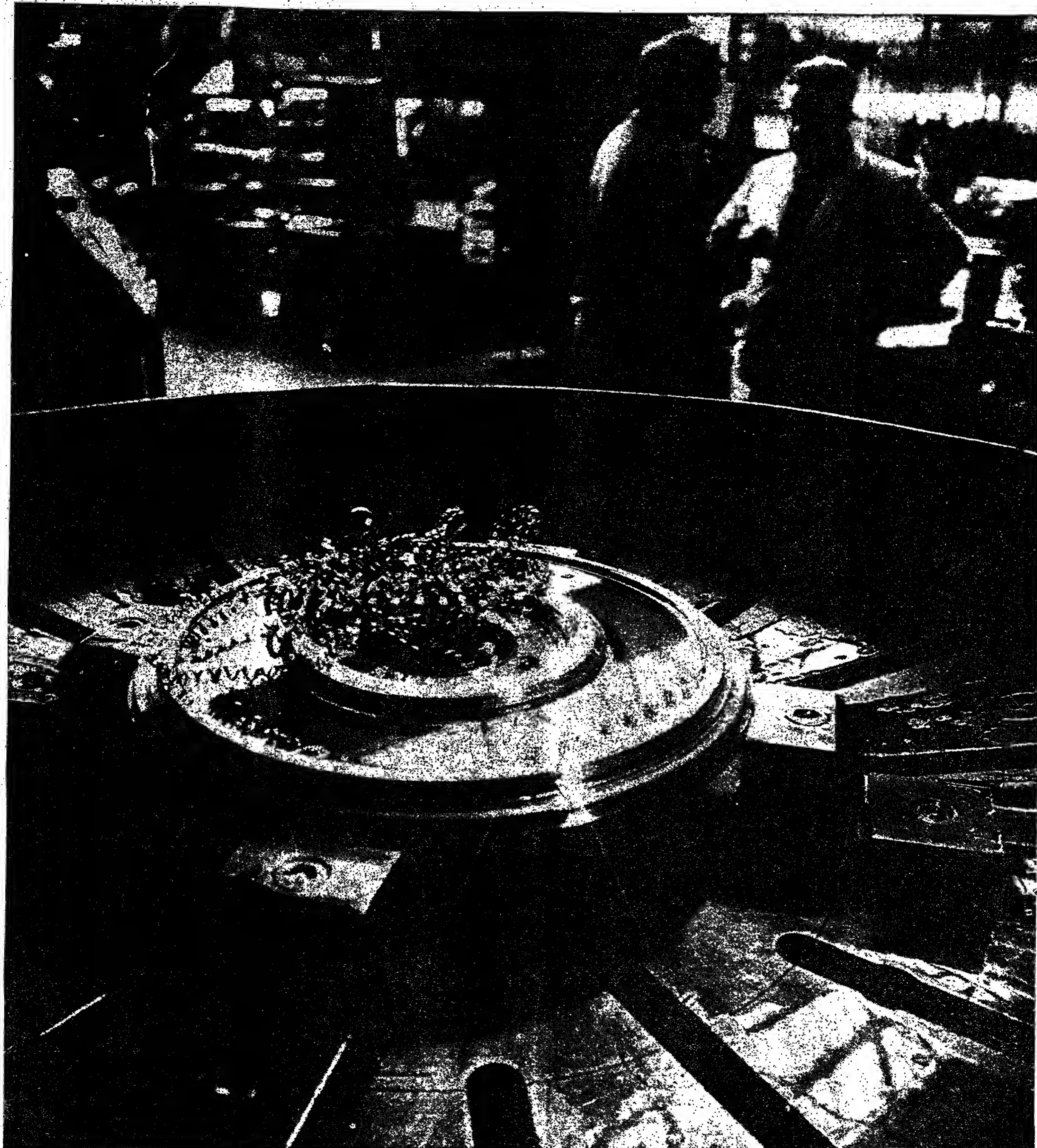
The international bank with special expertise in Saudi Arabia

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Joyce Lisa



Photograph, Gus Wylie

We're helping them shave costs, too.

Henry Wiggin & Co. Ltd. is a well run Hereford company that makes nickel alloys for several key industries. Here, a gas turbine disc is being machined—shaved down to the exquisite tolerances demanded by aviation.

That's just part of the paring going on at Wiggin. We're also helping them trim their lubrication costs through our planned engineering service. Last year we were able to show Wiggin how to save more than £16,000 in the ways they bought, used and stored lubricating oils. Not a bad piece of work.

Nothing is more basic to industry than lubrication because nothing moves for very long without it. So when we show how lube costs can be reduced, we show a business the way to vital economies.

We provide planned engineering services to our major customers and we have recorded savings of vast sums of money for them over the years—cost reductions *acknowledged* by our customers.

No wonder we're able to be helpful about lubricants. We first started in business here in 1886, selling

Pennsylvania motor oils for steam engines. We published one of the first treatises on lubrication in 1899. It was called "Reducing Friction".

We've been giving advice and developing new lubricants ever since; and today we're one of Britain's most important lube oil suppliers. Also, we are a leading petrol marketer and an important participant in the search for North Sea oil.

With all that, we still get real pleasure from sharing our expertise in lubricants with British industry, helping shave costs wherever we can.

Mobil



To appreciate why Bruce Pearce owns a Fiat 132, it is necessary to know Bruce Pearce.

As Financial Controller of a firm of international shipping agents in Bristol, Bruce Pearce travels 2,000 miles a month visiting ports from Aberdeen to Southampton. Although he could have chosen any one of several great European cars, he plumped for a Fiat 132 LS.

"In my job it's essential my car is enjoyable to drive and handles well. In my 132 I can travel

200 miles very quickly and climb out at the other end as relaxed as when I got in. That's what I call driveability."

Until August 31st, the Fiat 132 is particularly attractive. You can personalise the car to suit your own requirements by choosing £150 of free accessories and also take advantage of the special low interest personal loan scheme. Full details on the Fiat 132 and these offers are

available in this booklet, or with a copy of the Personal Loan Scheme. (Dept. FF1), P.O. Box 200, 100 Brooklands Drive, Basingstoke, Hampshire RG24 0NR. To arrange for a 132 to be brought to your office or home for a test drive, please contact your local Fiat agent.



The 1600GLS starts at £3998. The 1800ES from £5375, shown above, is available with manual or automatic transmission. (Car tax, inertial, vehicle excise and other charges extra.) (Loans are subject to applicant's credit-worthiness.) Offer closes August 31st 1977 and is subject to availability. Prices correct at time of going to press.

JPK 101 550

PARLIAMENT and POLITICS

DIRECT ELECTIONS TO EUROPE

Lady Tweedsmuir joins call for vote change

BY IVOR OWEN, PARLIAMENTARY STAFF

BARONESS TWEEDSMUIR, a former Tory Foreign Office Minister, yesterday emerged as another influential advocate of conducting direct elections to the European Parliament through a system based on proportional representation.

the people than any national list could be. And the lost system was used, in one form or another, by most of Britain's EEC partners.

Biffen backs co-operation by States in enlarged EEC

BY RUPERT CORNWELL, LOBBY STAFF

THE ADDITION of Greece, Portugal and Spain to the Common Market would mean the end of hopes of a supra-national Community and the emergence of a Europe of individual nation states, according to Mr. John Biffen, former Conservative industry spokesman in a speech yesterday.

It is the inexorable goal of European co-operation. It is the Europe of tomorrow," he told the Tory Reform Group.

CONTRACTS AND TENDERS

DEPARTMENT OF MUNICIPALITY AND AGRICULTURE NATIONAL ZOOLOGICAL GARDEN

P.O. Box 1204 AL AIN ABU DHABI-U.A.E.

TENDER INVITATION

- 1. The National Zoological Garden in Al Ain invites Tenderers for different specialists work and supply of mechanical and electrical equipment required for the Aquarium Project in Al Ain.

National Zoological Garden Al Ain—Abu Dhabi O. J. Bulart

PRODUCTION CAPACITY

PRECISION SHEET METAL WORK OPERATOR CABS—CANOPIES FUEL AND HYDRAULIC TANKS A specialist fabricating company has capacity for the manufacture of fully finished Cabs for Cranes, Fork Trucks, Construction Plant etc.

Prior attacks Left view on industry

FINANCIAL TIMES REPORTER

LEFT-WING MPs were lectured yesterday by Mr. James Prior, shadow Employment Secretary, for undermining confidence in British industry and causing consequential loss of jobs.

(Lab. Bolsover) who described the figures as "shameful." He pointed out that including lost taxes, redundancy payments and other benefits, unemployment was now costing Britain £75m a week.

Booth studies report on jobless youngsters

MR. ALBERT BOOTH, Employment Secretary, has now received the report of the Manpower Services Commission on a plan to ensure that all unemployed youngsters between 16 and 19 are given the opportunity of training, part-time further education, or work experience.

about their job prospects. Mr. Flannery, an ex-primary school headmaster, said this feeling of disillusionment was occurring at a time when young people's hopes should be at their highest.

Docks Board chairman seeks more freedom

BY JUSTIN LONG

MORE COMMERCIAL freedom for the State owned British Transport Docks Board was urged yesterday by Sir Humphrey Browne, the Board's chairman.

acquire the privately owned Felixstowe docks — by means of a Private Bill introduced by the Lords — Sir Humphrey told the committee: "I shall not promote another private Bill to acquire any ports."

MP seeks limit on diplomatic parking ticket exemptions

A PRIVATE members' Bill designed to solve the £500,000 a year parking problem caused by embassies claiming diplomatic immunity under CD plates, was given a formal first reading in the Commons yesterday.

Mr. Philip Goodhart (C. Bromley and Beckenham) proposes to limit embassies and High Commissions to 200 parking ticket exemptions a year each. If exceeded, the Foreign Office would impose a sliding charge for parking services.

Written Answers

TREASURY Mr. Patrick Cormack (Con. South West Staffordshire). "Whether compensatory payments made from the National Land Fund to the Commissioners of Inland Revenue in respect of capital taxes discharged in kind rather than cash, to the extent permitted under statute, represent an agreed value of the property when accepted less such sum as may represent any tax which might have been due on the property in question had it not been so accepted?"

Mr. Dennis Davies, No. 5, Leicester West. How much has been borrowed by the Public Works Loans Fund during the coming financial year? Mr. Dennis Davies. The forecast in the financial statement and Budget report of net issues from the National Loans Fund via the Public Works Loan Board to local authorities in 1977-78 is £700m.

Mr. Michael Shersby (Con. Uxbridge). What discussions the Secretary of State has had with the National Enterprise Board concerning the design and production by the British motor cycle industry of machines comparable with the German BMW machine, which is reported to be produced in substantially increased numbers, many of which will be exported to Great Britain? Mr. Boh Cryer, Under Secretary. None.

Rees plans to remedy bomb hoax law defects

BY JOHN HUNT, PARLIAMENTARY CORRESPONDENT

THE GOVERNMENT intends to introduce new laws to deal with bomb hoaxers during the course of the Criminal Law Bill in the Commons, Mr. Merlyn Rees, Home Secretary, announced yesterday.

trespass which are proposed. They are concerned that this could be used to make factory sites a criminal offence, and thus prevent the development of workers' co-operatives.

He was speaking during the second reading of the Bill, which has been through the House of Lords where the peers passed 200 amendments to it. The legislation, which consists of 50 clauses and 11 schedules, proposes changes over a wide spectrum of the law.

Skinner in angry clash over hotel group strike

TEMPERS FLARED in the Commons yesterday after Mr. Dennis Skinner (Lab., Bolsover) had linked Mr. James Prior, shadow Employment Secretary, with employers involved in a 37-week hotel strike.

Clause 7 of the Bill makes it a summary offence for a trespasser to fail to leave premises when required to do so by a displaced residential occupier. But the usual type of squatting by homeless persons in derelict property is not made a crime.

Mr. Rees binned, however, that the Government might be strengthening this clause during the passage of the legislation. He also confirmed that the Government may introduce amendments to abolish imprisonment for a first offence of possessing cannabis. He added that he would not make a final decision until hearing from the Home Office advisory council on the misuse of drugs.

Mr. Skinner said the waitress were unfairly dismissed and had been on strike ever since. He added: "As a result of the efforts of myself, and others, including the TUC about their effect in industrial disputes. He did not say what the precise subject of the talks had been, but it is understood that the TUC were worried about the tougher laws on

Thatcher urges call to NUJ

MRS. MARGARET THATCHER, Opposition leader, yesterday urged the Prime Minister in the Commons to urge National Union of Journalists members not to strike over Thursday and Friday—the period of the country's election results.

Clydesdale Bank BASE RATE announcement with effect from 4th May 1977 its Base Rate for lending is being reduced from 9% to 8 1/2% per annum.

KOMMUNKREDIT AB STOCKHOLM, SWEDEN Dfs 50,000,000 DUE 1978/1997 This private placement has been arranged with institutional investors in the Netherlands by AMSTERDAM-ROTTERDAM BANK N.V. and SPARBANKERNAS BANK May, 1977

BANK OF SCOTLAND BASE RATE The Bank of Scotland intimates that, as from 4th MAY, 1977, and until further notice, its Base Rate will be altered from 9% per annum to 8 1/2% per annum. LONDON OFFICES—DEPOSITS The rate of interest on sums lodged for a minimum period of 7 days will be 4% per annum, also with effect from 4th May.

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The Management Page

EDITED BY CHRISTOPHER LORENZ

Sub-contractors lack glamour, but some are heavy spenders on capital investment. Nicholas Leslie visits Ferreligh, a forward-looking sheet metal specialist.

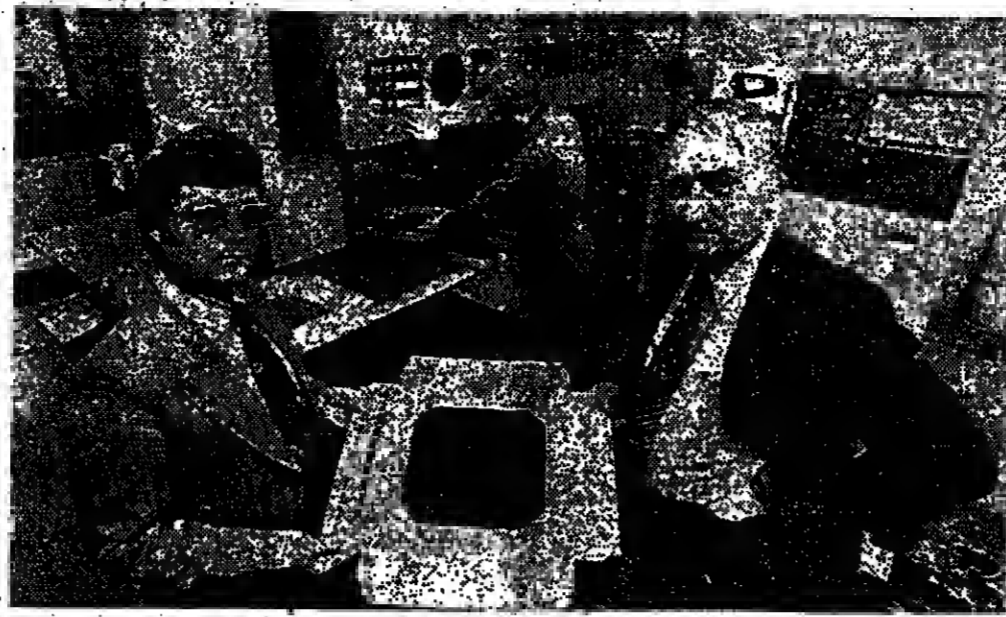
A new line in 'punching and nibbling'

THE IMPORTANCE of sub-contractors in the engineering industry may be beyond question, but the image with which they are saddled is often far from glamorous. Part of the reason lies in the fact that sub-contracting embraces everything from the sharpest of small operators to well-established and sizeable businesses, while the lack of a finished product makes it difficult for a company to achieve ready recognition.

The objectives of sub-contractors can also vary enormously. At one end of the scale they may merely aim to make the production capacity of a plant which a principal manufacturer finds uneconomical to maintain on a permanent basis, and this often involves the use of sophisticated equipment. On the other hand, there are specialists making parts that a principal manufacturer cannot afford to produce, almost invariably because his production runs are not large enough to warrant capital expenditure on the required plant. The economics of this type of operation rest largely with the sub-contractor's versatility and ability to maximise the use of sophisticated and expensive machinery.

It is the second of these roles which Mr. Bob Bradford, the founder and managing director of a 180-employee sheet metal engineering company near Shoeburyness in Essex, believes will become an increasingly important part of the British industrial scene. He envisages that the flourishing sub-contractor will progressively have to become a specialist and will have to maintain a high rate of investment in new and more advanced equipment. Even then he will not be able to rely solely on the capabilities that expensive and sophisticated machinery offers, but will have to stretch its limits.

Lack of investment in new plant and machinery is frequently given as the main cause of Britain's industrial ills, although a counter-argument is that more efficient use of existing plant would probably give the country's industrial per-capita output in itself make



Mr. Bob Bradford (right), founder and managing director of Ferreligh, and Mr. Alan Colley, manager, numerically-controlled machines, in front of one of their two £100,000 "punching and nibbling" sheet metal machining plants.

a manufacturer more efficient and a company more profitable. Management must think and move faster. It is probably best if a sub-contractor has one or two product lines—in Ferreligh's case they are a microfilm duplicator and a film projector—that provide a cushion against fluctuations in outside orders. Because of the necessity to maximise the use of machinery, forward planning should be extended as far as practicable. Similarly, if it is possible to shorten substantially the tooling-up period prior to manufacture of a new product, then the sales department must be fully aware of the way this may affect delivery dates.

Co-ordination with other sections is equally important—thus purchasing will have to adjust to ensure that raw materials are available when wanted; financing arrangements may have to be altered; and administrative departments may have to introduce new procedures to cope with increasing business. Obviously some of these steps sound like common sense for any company, but it is apparent that Bob Bradford views them within the wider context of how the sub-contracting industry is to move forward to meet the needs of the entire engineering sector. He sees sub-contractors as leaders in industry, rather than followers, and in this context he is working to stay at the forefront of technological development. For example, he says that his company has developed an adaptation for one of its "punching and nibbling" machines, enabling it to cut sheet metal at angles other than right angles, rather than by a series of punches which leave a slightly rough edge to the cut.

Another important point stemming from shorter setting-up times for modern machinery, says Bob Bradford, is that pressure to have long production runs is relaxed. And if, for example, a tool can be set up

in three rather than 20 minutes, 2½ to 3½ years. If a sub-contractor can do that, he can offer the product manufacturer an amount of money tied up in this area can be cut back.

Bob Bradford's arguments rest very much on the assumption that technological advances specialist manufacturer will continue at a considerable pace and that the cost effectiveness of each advance will be worth the new investment. In his own industry he reckons that the relatively recent introduction of numerically-controlled and computer-controlled machines has had produced the items within three weeks and the programming virtually any sector of engineering.

When he bought his first numerically-controlled machine he found that within 2½ years it was completely out-dated and for at least another ten to 15 years that a new punching and nibbling plant was four times as efficient. Such rapid change cost-effectiveness of these advances will be such as to offer only if a high occupancy rate is maintained—and his own objective is 24 hours a day in three shifts—to enable the cost of the machine to be written off over to match.

65 PENSIONS and BENEFITS

Passions flow on participation

BY ERIC SHORT

A BITTER fight over the Government's proposals to introduce industrial democracy into the pensions field now looks to be inevitable when the Bill is eventually introduced in Parliament. This is the only conclusion that can be drawn from last week's annual conference of the National Association of Pension Funds held in Torquay. The main theme of the conference was that of member participation and Mr. Stanley Orme, the Minister for Social Security, put the Government's case. Mr. John Nott, Shadow spokesman for Trade put that of the Opposition and Mr. John Methven, director general of the CBI the views of the employers.

One thing appears certain, the pensions industry that dominated by the Clive Jenkins the minds of employers on this question. The CBI carried out a survey of 100 leading companies employing 21m. people, of whom 1.6m. were members of pension schemes. The survey found that 43 per cent. of these scheme members already have full participation in the management and a further 1 per cent. have partial participation, the management body not being responsible for investment. Another 27 per cent were involved in discussion for participation and 12 per cent were in schemes which had pension advisory committees but no participation arrangements.

Mr. Orme claimed that the result of employers being frightened into doing something about member participation or their own brand of member participation involving their own system of appointment or election. This view was supported by Mr. Nott, who made great play of the trade unions running the country and stated that the Conservatives would fight tooth and nail against any legislation based on the White Paper. They would also introduce a code of practice designed to encourage employers to introduce member participation, he said.

The CBI has gone even further than this and intends to produce its own code of practice, which may be published in the autumn. The CBI will be consulting with various professional bodies in the industrial pension scheme field to act as if the Government's proposals did not exist and John Methven's advice to the Government's thinking have been so unfruitful. It is speculated that had the industry obviously pinning its hopes on a hit more forward the Bill being substantially amended at the committee stage with Liberal Party support.

Mr. Orme maintained that the mood of the NAPF at last week's meeting was one of implacable hostility. They just did not want trade unions involved at all. They all wanted to be left alone to develop their own brand of member participation involving their own system of appointment or election. This view was supported by Mr. Nott, who made great play of the trade unions running the country and stated that the Conservatives would fight tooth and nail against any legislation based on the White Paper. They would also introduce a code of practice designed to encourage employers to introduce member participation, he said.

Right approach

This all-places a new set of demands on management, says Bob Bradford, both in relation to day-to-day operations, and in the approach to planning and financing.

As Mr. Bradford puts it: "Machinery is only part of the message. He and Mr. Alan Colley, his company's manager for numerically-controlled machines, suggest that it is equally important for management to adopt the right approach to the way machines should be used and what he can get out of them. In other words, it is not use thinking plant would probably give the country's industrial per-capita output in itself make

Business & Government in Southern Europe

At a time of momentous change in Southern Europe, the assessment of political risk assumes even greater importance than usual for the foreign investor. A new service is therefore specially designed—particularly one which draws on very extensive industrial contacts and expertise.

The Economist Intelligence Unit's new quarterly publication is called *Business and Government in Southern Europe*. It is designed to provide early warning for those investing directly or financially in the area. It is a time to spot impending changes in government policy to private enterprise, and to detect political shifts and trends that could lead to changes of government.

Business and Government in Southern Europe covers each of these countries in every issue: Portugal, Spain, Italy, Greece, Turkey and Cyprus. Each country is considered in turn:

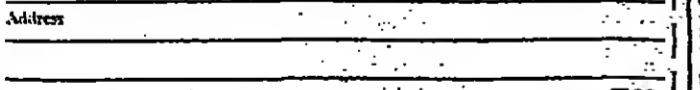
- It examines government policies towards private enterprise in general and towards foreign direct investment. There is special emphasis on the differences between theory and practice, and on specific developments of major importance today that may mean significant future change.
- It assesses the prospects of existing governments. Are they stable? What are the attitudes of potential successors?
- *Business and Government in Southern Europe* does not discuss broad economic trends at length. It refers to them when they affect government policy or political stability. It therefore complements the EIU's regular and long-established *Quarterly Economic Review Service*.

It is prepared in the EIU's International Publications Division. A team of authors with long experience of the countries covered work closely with local correspondents.

For The Economist Intelligence Unit, Subscription Department, Spencer House, 27 St. James's Place, London SW1A 1NT, England. Telephone 01-499 8711. Telex 66323.

Place order on annual subscription to *Business and Government in Southern Europe* UK £20.00 Europe (including postage) US\$25.00 Airmail outside Europe US\$35.00 Payment enclosed in US\$ or by cheque invoice

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Looking at Leicester No4

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Enquiries to: Gordon K. Smith Esq., City Estates Surveyor, New Walk Centre, Wolford Place, Leicester, LE1 6ZG. Telephone (0533) 549022 Ext. 6780.



LEICESTER Right at the centre

BUSINESS PROBLEMS

BY OUR LEGAL STAFF

Partners and business cars

Although I understand that a company director and employee earning £5,000 plus are subject to the new legislation with regard to tax payable on business cars, my accountant tells me that there does not appear to be any mention of the position relating to a partnership. Is tax payable on a business car when used by partner? What happens when one of the partners is also a director of a limited company?

Partners' private use of partnership cars will be taken into account in restricting the partnership's capital allowances and (if appropriate) disallowing expenditure in arriving at the partnership's profit for tax purposes.

If the car in question belongs to a company of which the partner in question is a director assessable under schedule E, then the Schedule E rules apply. Your accountant will be able to explain the rules in relation to any particular case which you have in mind.

Property sale and premium

Ten years ago I bought a property abroad under the authority of the Bank of England and after paying the premium. If I sell now, shall I get the premium? Will this make me liable to capital gains tax? As the local exchange control regulations may make the remission of the proceeds of a sale difficult can the Bank of England help in view of the original authorised investment?

You should be able to obtain the investment currency premium and would be liable to capital gains tax on your profit, whether due to the premium or not. We do not think the Bank of England would consider it part of its job to help you to transmit sale proceeds from abroad, though you would not be liable to tax on your gain unless you were able to remit it.

No legal responsibility can be accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by post as soon as possible.

New Issue May 4, 1977

All of these bonds having been placed, this announcement appears for purposes of record only.

INTERNATIONAL BANK FOR RECONSTRUCTION AND DEVELOPMENT

Washington, D. C.

DM 400,000,000

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Issue Price: 99¼%

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Westdeutsche Landesbank Girozentrale

Allgemeine Deutsche Credit-Anstalt
Badische Kommunale Landesbank - Girozentrale -
Bayerische Landesbank Girozentrale
Berliner Bank Aktiengesellschaft
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DG Bank Deutsche Genossenschaftsbank
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Landesbank Schleswig-Holstein Girozentrale
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A friendly Mr. Carter —but no push-over

By JUREK MARTIN, U.S. Editor, Washington

Steady nerves in industry

AGAINST A background of increasingly pessimistic domestic and international economic forecasts, the latest survey of industrial trends from the Confederation of British Industry is surprisingly encouraging, as was our own similar survey earlier in the week.

Such external circumstances might be expected to cast a gloom over industry, yet there has in fact been no discernible weakening in general business confidence, investment intentions still suggest a strong rise —including, significantly, a rise in new industrial buildings which suggest expansionist mood.

The troubles facing Turkey

IT IS impossible to be clear at this stage about who is responsible for the May Day riots in Istanbul which resulted in the death of more than 30 people. It could have been either the extreme right, acting perhaps as agents provocateurs, or one of the many extreme left-wing groups whose quarrels, as often as not, are among themselves rather than with the major parties.

The consequences of the unrest could be serious not only for the Turks themselves, but also for Europe, for the Western alliance, and possibly for a particular concept of economic development. For Turkey is a remarkable country in many ways. It is one of the few developing countries to have maintained a high level of economic growth over a period of decades and to have done so under a political system that is more or less democratic.

That is not to say that Turkish relations with the West in recent years have been entirely happy. There have been the recriminations over the Turkish invasion of Cyprus in 1974 and the American arms embargo which followed.

BARELY TWO months ago longer seem as intransigent as they once were. As seen from Washington, Herr Schmidt has allowed himself to become consumed and distracted by domestic political problems to a degree unexpected of a man re-elected little more than six months ago.

There was good cause then for that assessment. The brash young economic advisers who toured with Vice President Mondale in January had become the Germans and Japanese on the need to stimulate their own economies. Herr Schmidt, whose open support for President Ford in last year's election had not passed unnoticed in the Carter criteria, was critical of the new President's determination to control the proliferation of nuclear technology and of his provocation of the "Russian Bear" over human rights.

American growth

On the central issue of the health of the Western economies, Mr. Carter will still maintain that it is incumbent on the "locomotive" nations (the U.S., West Germany and Japan) to do their part. Even though the Administration recently scaled down its projections for American growth in calendar 1977 from 5.4 to 4.9 per cent, the American view is that what is more significant is that the rate of real growth from fourth quarter 1976 to fourth quarter 1977 will be about 5.8 per cent, which is adequate.

At the same time the U.S. has come round to the view that there is little to be gained at this stage in berating the economic policies of Bonn and Tokyo. If Germany and Japan attain their 1977 growth targets (5 per cent and 6.7 per cent respectively), then the U.S. will be satisfied. For the moment, the two major participants no



Herr Schmidt and Mr. Carter, the summit's two major figures, no longer seem as intransigent as they were.

inclined to interfere directly in the political affairs of other countries, but believes that the advent of Communist governments can be made much more difficult if the conditions enabling democratic parties to stay in power can be created. The state of France, in particular, worries the U.S. for all its admiration of the efforts of Mr. Barre, the Prime Minister—a sentiment that has been carried over from the Ford Administration.

Mr. Carter will also commit the U.S. to a successful conclusion of the Geneva trade talks, but may well argue that the complexities of the subject make it realistic not to stick too rigidly to the current deadline, the end of this year. This reflects the American awareness of foreign fears that Mr. Carter will not be able to contain rising protectionist sentiments inside the U.S. He will doubtless express his preference for voluntary agreements with exporting nations and as a try-out to work out something on shoes and colour television sets as an earnest of his intentions. But it is reliably understood that he will not attempt to gloss over the difficulties he may have domestically, nor will he bestir Mr. Carter will encounter little opposition in principle when he endorses expansion of the IMF's liquidity.

He may embellish this by arguing that it is that sort of not in a mood to bend too far over trade, he may come up with the motto of a proposal parties in Europe. As he has repeatedly said, the U.S. is not it is still unclear if foreign car

buyers in the U.S. will be entitled to the rebate to be applied under his energy plan to fuel-efficient cars. The Administration is hard at work now on a scheme which it is hoped would satisfy the needs of Detroit without breaking the rules of GATT. It may have an answer by this week-end.

On the energy front, Mr. Carter is half expecting a better welcome for a good part of his plan from the Heads of Government than he had inside the U.S., at least for his espousal of conservation. But he expects to be pressed for an assessment on what Congress will do to his grand plan and how long it will hold up its passage. Mr. Healey, the Chancellor of the Exchequer, for example, noted fairly last week that American business investment—a critical factor in continued U.S. economic growth—could well be delayed by uncertainty over the final congressional resolution at this stage. He is unlikely to be able to give much of an answer.

However, on the same subject, he can be expected to reiterate forcefully his determination to control the dissemination of nuclear technology and to defend his stand on the reprocessing of nuclear fuel. His legislative proposals to Congress last week did not look the way he would like to see them. He is likely to insert a dagger into the heart of what Herr Schmidt has described as "the major obstacle" of fast breeder reactors. What he will say, though, with a fervour that reflects an article of faith, is no push-over.

MEN AND MATTERS

Tea with the NEB

Yesterday's Press conference to illuminate the intricacies of the National Enterprise Board report got off to a promising start. I asked the young lady who ushered us into the conference hall whether it would be an exciting occasion. "I don't know about that," she replied, "but there will be tea and sandwiches later—after all, it's not British Leyland you know."

For one dreadful moment I thought I'd come to the wrong place. But not to worry, Leyland took pride of place. It is, as NEB chairman Lord Ryder put it "our major challenge," a term he preferred to the term "major headache" offered by one of his questioners.

He also neatly side-stepped a question as to whether the Leyland link had not tarnished NEB's general image. "Of course," Ryder said, "everybody who drives a car thinks they know how to manage Leyland better, but somehow I don't seem to get as many letters from people over how to manage our aero engine interests." He seemed confident that Leyland would survive.

Would NEB survive the possible election of a Tory government? Ryder was not too sure how to answer that one as, he said, the Conservative Party's attitude seemed to differ according to where he read about it. But he hoped that NEB's future would be judged on its record. "If it contributes to industrial efficiency, and uses its funds wisely and with profit then it should survive irrespective of party," he said. This was echoed later by NEB secretary Peter Gregson who also thought NEB would survive political change, although probably not in exactly the same form.

Educational

One of the distinguishing features of a real civil servant is the tendency to field an embarrassing question or preface a put-down answer with that disarming phrase "Of course, you're absolutely right." By this criterion John Nisbet, formerly assistant secretary at the Department of Education and Science responsible for issues arising from the so-called "great debate" on education is a real civil servant. Or was, as he has now taken on a new job as Director of the Confederation of British Industry's "Understanding British Industry" (UBI) project.

The project aims at giving teachers of the 13 to 16 age group in Britain's 7,000 secondary schools a better understanding of industry and commerce. The CBI is in the middle of a fund-raising effort aimed at making £2m, available to pay the salaries of 10 full-time regional liaison officers, fund a resource centre to produce, collect and catalogue didactic material and generally spread the gospel about the function and problems of industry in the modern environment.

Why choose a civil servant, who presumably is not an expert on either industry or education for the task, was the question which allowed Nisbet his opportunity to use the "You're absolutely right" gambit before going on to dismiss such implied criticism as "a red herring" after all, "we are all amateurs really and live by our wits." The real reason for his selection was that the CBI selection committee thought "he had fire in his belly." But who the CBI man prodded him on that one Nisbet, whose dedication to education can be judged from the fact that he lives in a converted Church of England primary school in an Oxfordshire village, confessed that he didn't really film.

A Labour spokesman said last night that the Weir case was a genuine error (profuse apologies are ready if he should write to Transport House) but the Griffiths business was all a genuine misunderstanding. Rockets have no doubt been flying, but the spokesman said there was no intention of changing the arrangements whereby party political are prepared. Labour's next goes out in mid-June, with the theme still undecided.

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Observer

Handwritten note: Jurek 15/50

COMPANY NEWS + COMMENT

Bunzl finishes £1m. ahead at £13.2m.

AS FORECAST at midway, when an advance from £6.3m. to £8.64m. was reported, pre-tax profit of Bunzl Pulp and Paper for 1976 showed an improvement on the previous year and finished £0.8m. ahead at £13.18m.

Earnings per 25p share before extraordinary items are up from 31.2p to 23.2p and after such items from 25p to 23.4p. There is a second interim dividend of 1.85p net and a conditional final of 0.65p raising the total payment from 3.99p to 4.42p.

Table with financial data for Bunzl Pulp and Paper, including turnover, profit, and dividends for 1976 and 1975.

Sales by overseas subsidiaries, together with the exports and overseas trading of the U.K. companies, amounted to £153.68m. Approximately 88 per cent. of the group surplus before tax arose from exports and overseas operations.

comment

The market was disappointed with the results from Bunzl and the shares were marked down to 102p. In fact the U.K. filter business did reasonably well but various problems persisted overseas.

Lamson steady so far

After deducting inter-company sales, turnover of Lamson Industries rose from £35.43m. to £30.78m. for the first quarter of 1977 end pre-tax profit was

INDEX TO COMPANY HIGHLIGHTS

Table listing various companies such as Allied Polymer, Areson, Beaumont Group, etc., with their respective page numbers.

£2.66m., compared with £2.55m. held at 0.625p. Last year's final dividend was 1.2825p.

comment

The £283,000 turnaround into profits at Areson reflects better utilisation of the enlarged plant with about four-fifths of capacity filled. This has been achieved because of a pick up in demand for office furniture which currently accounts for about 70 per cent. of output.

A. Areson back in profit

FOR THE six months to January 31, 1977, office furniture and equipment manufacturers, A. Areson (Holdings) reports a return to profit with a figure of £161,000 compared with losses of £421,000 for the corresponding period and £455,000 for the last full year.

Table with financial data for A. Areson, including turnover, profit, and dividends for 1976 and 1975.

end sale of garments and other products made principally of sheepskin, suede and leather. The group also operates Grayshot Hall, which provides facilities for health and relaxation.

comment

Price rises certainly enhanced the profits of G. R. Holdings in the critical first half, but there was organic growth from all divisions including Grayshot Hall where costs have risen sharply. The retail shop in Oxford Street benefited from the tourist boom but the bulk of profits comes from the merchandising side and there exports (maintained at over 40 per cent. of the increased turnover) were the key.

64% rise by Flight Refuelling

WITH TURNOVER up by 37 per cent from £6.42m. to £8.78m. pre-tax profit of Flight Refuelling (Great Western) rose by 64 per cent from £368,273 to a record £595,345 in 1976.

First half rise at GR Holdings

TURNOVER OF GR Holdings rose from £7.55m. to £9.7m. in the six months to end December, 1976, and profit was up from £0.89m. to £1.14m. subject to tax of £0.39m., compared with £0.46m. (£0.39m.).

DIVIDENDS ANNOUNCED

Table listing dividend announcements for various companies like Allied Polymer, Areson, Beaumont Group, etc., with details on current payment, date, and total.

DCM jumps to peak £5.91m.

AN UPSURGE in pre-tax profits from £5.1m. to a peak £5.91m. is reported for 1976 by manufacturers of toys, plastics and toys, Dumble-Comber-Marx. Turnover for the period jumped from £28.74m. to £38.42m.

comment

The directors explain that the improvements are the result of general growth, the first contribution from the economic agreement with the USSR, and the fact that Louis Marx (U.S.) unstripped its bonus target for 1976.

Peak £1.1m. for T. C. Harrison

Helped by a 94 per cent jump in profits in its car division, Sheffield based main Ford's Dealers T. C. Harrison expanded taxable profit in 1976 by 32 per cent. to £1,103,593. Sales were up from £19,91m. to £27.87m.

comment

In common with other motor distributors, Harrison reports a good profit rise, led by the car division. The volume rise in new cars was 21 per cent. and made possible a 94 per cent. jump in the division's contribution.

Allied Polymer slumps—no final

A SLUMP in taxable profit by more than half from a depressed £2.25m. down to £1.01m. is reported by Allied Polymer Group for 1976. Sales were up £5.57m. to £90.02m. At half-time profit fell to £0.27m. against £1.23m.

In the light of trading results and the need to preserve cash to exploit and support the improvement in trading currently being experienced in both the U.K. and Australia, the directors have decided not to pay a final dividend. The net total of 1 year's dividend is £2,213p (4,420p) the interim of £2,213p (4,420p) against £0.79m. Stated earnings per share slipped to 3.1p (7.2p).

ISSUE NEWS

Watts Blake rights and doubled dividend

Watts, Blake, Beare and Co. (Borough of Wolverhampton) proposes to raise £800,000 by way of rights on the basis of one for eight at 108p per share. The directors intend to recommend a dividend totalling 4.3p net (£4,615p gross) for the year to December 31, 1977.

Yearlings at four-year low

The coupon rate on this week's yearling bonds has dipped to 91 per cent., the lowest level since May 30, 1973. The bonds are due on May 10, 1978 at 91 per cent.



Ready Mixed Concrete



Aggregates



Concrete Products



Builders Merchants



Waste Disposal



Sales top £500 million. Strong performance overseas.

Table comparing 1976 and 1975 performance metrics: Turnover (£515,228 vs £411,896), Profit before tax (£22,944 vs £12,636), Earnings (£9,197 vs £5,178), Dividend per share (5.17p vs 4.70p), Basic earnings per share (14.4p vs 8.1p).

From the Statement by the Chairman, Mr. John Camden: Group profits before tax increased by 82% to £22.9 million.

There was a recovery in construction industry demand in most of our overseas areas of operation. Overseas sales constituted over 50% of the Group total.

The further decline in construction activity in the UK created difficult trading conditions, but operational flexibility enabled us to consolidate our position.

1977 will again be a challenging year, since the recession in the UK shows no signs of abating. However, the immediate prospects for our overseas subsidiaries are much healthier, and we are well placed in all our areas of operation to benefit fully from our available capacity.

The Annual General Meeting will be held at the Dorchester Hotel, Park Lane, London W1 on Friday, May 27 at 11.30 a.m.

Contact form for Ready Mixed Concrete, including fields for Name, Address, and a request for a copy of the 1976 Report and Accounts.

Ready Mixed Concrete

Brasinvest S.A. advertisement listing net asset value as of 23rd April 1977, per Crs Share, and per Depository Share.

THROGMORTON CONVERSIONS advertisement detailing directors' report and convertible loan stock conversion details.

Christies International Limited advertisement highlighting London's position as a centre of the International Art Market.

Table showing Results for the year ended 31st December 1976, with columns for 1976 and 1975 figures for Turnover, Profit, Taxation, etc.

Christies' Year London's position enhanced as centre of International Art Market. Includes analysis of sales by region and departmental analysis.

Joy 10 1:50

Record £15.35m. profit from Laporte

RECORD PROFITS and a restoration of the dividend rate to the 1974 level plus 10 per cent. are announced by Laporte Industries (Holdings), the specialist chemicals concern.

For the 53 weeks ended January 9, 1977, group pre-tax profits rose to £15.35m., compared with £4.23m. External sales reached £131.43m., against £91.73m. These sales now include the attributable share of the sales of the printing group, Laporte Associated Companies, which amounted to £44.5m. in 1976 (£28.6m.).

Stated earnings per 50p share are 19p (6.64p) before extraordinary items of £0.74m. and 17p after a final dividend of £0.2898p net makes a total payment of 5.3898p compared with 3.6p.

Mr. R. M. Ringwald, chairman, says: "Laporte has had a good year in 1976 despite the prevailing difficult economic conditions. The satisfactory results of the first half of the year (when profits rose from £12.2m. to £22.7m.) were followed by some further improvement, particularly in the last quarter. The main reasons for the good performance were the very much higher level of exports from the U.K. and the good profits arising from overseas operations, both of which were enhanced by the movement in exchange rates."

BOARD MEETINGS

The following companies have notified their Board members of the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official notices are not available unless the sub-divisions shown below are listed mainly on last year's accounts.

TU-DAY

Interim: Bellway Holdings, S. Caskel, London and Provincial Ship Centres, Moss Engineering, Sanderson Film Service, Flaxton International Union Trust, Davy, Edgar, International, Fedup, J. S. Holdings, Pennington and Oriental Steam Navigation, Phoenix (London), J. Seabury.

FUTURE DATES

Interim: ANZ Bank, May 11
 Allied Irish Banks, May 11
 Caledonian, May 11
 Castlebank, May 11
 Commercial Union Assurance, May 11
 Costain (Richard), May 11
 Federated Chemicals, May 11
 Federation of British Chambers of Commerce (FBCG), May 11
 Hall (Marine), May 11
 London Assurance, May 11
 Stonehill, May 11
 Turric Corporation, May 11
 Mar-Walton, May 11

Pest control and hygiene showed further growth and the U.K. should produce a useful improvement in profit this year. The overseas companies should continue to expand and subject to exchange fluctuations the Board expected to report a further increase in overseas profit. The chairman said he was confident that 1977 would be another good year.

Beauford on target for record

PERFORMANCE so far in the current year by Beauford Group, manufacturers of heavy machine tools, plant and spares for the steel industry, is up to expectations. The directors are confident that provided there is no further deterioration in the climate for the industry, the company will achieve the satisfactory increase in profit for which they have budgeted. Mr. G. Crawford, the chairman, says in his annual statement:

As reported on April 15, pre-tax profit was raised 23 per cent. to £8.45m. on sales down from £4.55m. to £4.3m. Exports totalled £3.35m. The net dividend is lifted to 2.99p (2.72p) per 10p share.

Net liquid funds showed a rise of £0.34m. (down £0.12m.) with bank overdrafts at £58,307 (£402,981). Interest payable was cut from £45,000 to £21,000.

The improvement in liquidity was achieved despite capital spending of £0.2m. (£0.12m.) to expand manufacturing capacity. Mr. Crawford points out that commitments at year end were £101,000 of which £93,000 has been authorised but not contracted.

Considerable effort was made to increase overseas business during the year and the machine tool division secured an order in the Middle East worth more than £1m. Currently the company is executing orders for many countries including Iran, Portugal and the U.S., he says.

Hope that Ready Mixed Concrete will continue progress in the current year is expressed by Mr. J. Camden, chairman, in his annual statement.

He looks forward to an eventual recovery in the U.K. market in order to benefit fully from available capacity. The year 1977 will again be a challenging year since the recession in the U.K. construction industry shows no sign of abating, he says.

The immediate prospects for the overseas subsidiaries, however, are much healthier even if the improvement appears likely to proceed at a slower pace.

Mr. Camden states that the development programme of past years is now bearing rewards. The directors continue to review and explore expansion opportunities for building material products in other parts of the world and investigate new products and industries in the U.K. which are not dependent on the construction industry.

At the opportune time they will continue to broaden the geographical and product mix of the company.

As reported on April 7, pre-tax profit for 1976 increased by 32 per cent. to £22.94m. on sales of £51.8m. (£41.2m.). Overseas turnover was £27.4m.

Internal current cost accounts show an increase of £9.78m. in depreciation provision and a cost of sales adjustment of £2.12m.

The chairman says that depreciation rates will be reviewed in 1977 with the effect that the extent that the rates are lowered and increased by the introduction of a provision in respect of assets that were previously fully depreciated.

After deducting cash balances and short-term investments, the net borrowings of £44m. at December 31, 1976, were approximately 5m. lower than at the end of 1975, in spite of an 82m. increase in the sterling value of overseas borrowings arising from the depreciation of the pound.

Capital expenditure commitments amount to £12.63m. (£12.58m.) of which £2.41m. (£2.41m.) has not been contracted.

Clayton Son orders reasonable

THE CURRENT order book at engineers Clayton Son and Co. (Holdings) is in a reasonable condition though prices and deliveries are shortening on work both at home and abroad. Mr. S. C. Thompson, the chairman, tells members. He points out that the company's prospects have mainly on the success in world markets of the engineering contracting industry which is operating overseas to which it sub-contracts.

A two-year contract in Mexico was completed during 1976. Though a number of sizeable projects for abroad in the contracting and machine tool fields have been followed up spending stringency has been in evidence. It is clear that orders will be difficult to obtain while international conditions in capital equipment remain on a low key, he says.

As reported on April 21, taxable profit for 1976 rose from £0.7m. to £0.86m. on sales ahead of £5.01m. (£4.77m.) of which the U.K. export content was £1.64m. (£1.34m.). The net dividend is lifted to 3.9325p (3.575p) per 50p share.

Net cash inflow was £0.82m. (outflow £98,832) and at year end bank overdrafts were all £0.48m. (£165,900) had not been contracted and Mr. Thompson says the considerable spending on plant and machinery that took place during 1976 will continue.

Imperial Group, through ITC Pension Trust jointly with ITC Pension Investments, has interest in 7 per cent.

Meeting, Leeds, on May 27, at 2 p.m.

Dopo il fatto, il consiglio non vale

(When a thing is done, advice comes too late)

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1976	1975
External sales	131,430
Laporte and sub.	91,730
Import and sub.	39,700
Depreciation	4,230
Trading profit	15,350
Laporte and sub.	15,350
Associates	1,000
Interest payable	1,500
Income tax	1,500
Preference divs.	300
Attributable ord.	1,200
Final	1,200

Rentokil set for good year

The chairman of the Rentokil Group said at the AGM that prospects for 1977 were good. Results for the first quarter in 1977 are encouraging and he expects that the decline in building services had been arrested.

York Trailer forecasts £1.6m.

BASED UPON the continuance of present business tempo, Mr. F. W. Davies, chairman of York Trailer Company forecasts pre-tax profits of not less than £1.6m. for the current year. In 1976 profits recovered from £0.66m. to £1.19m. He says that 1977 is a year full of promise for the group. Exports and home sales are buoyant and new group products which came on the market last year are gaining both increased market shares and improved margins.

On the year under review Mr. Davies explains that it was a year of contrasts for the group, from stagnation in the first months to the exceptional backlog of unfilled orders nine months later. It was a year of extreme production difficulties, occasioned by soaring costs and severe shortages which combined to produce sub-standard gross profits, especially in container manufacturing.

The year was one of rebuilding manufacturing capacity which had been necessarily shrunken by the depression which hit the commercial vehicle industry in the second half of 1975 and carried through into the early part of 1976. The rebuilding of capacity included, especially, the re-opening of the Corby plant.

Offsetting the manufacturing problems encountered in 1976, were excellent results from the group's national service company, York Truck Equipment, and York Technical Services. Earnings of the latter were especially aided by increased exports of York components which now command a steadily increasing market with other trailer manufacturers worldwide.

The most notable development for the groups in 1976 was the acquisition of Anthony Carrimore. This put the company firmly in the important field of truck hydraulic juppers and trailer dumps, with the certainty of substantial growth for the group as a consequence. This particularly applies to export and indeed, Anthony Carrimore sales are currently about 90 per cent. for overseas customers.

Sales to overseas customers last year accounted for about 50 per cent. of the group's total sales and it is to international trade particularly that the directors look for accelerated growth—mainly by direct exports but also as an important supplement, local assembly and licensing agreements with York container manufacturers in particular, already initiated in Portugal. Most significantly, because of the cost advantages, the directors have concluded a licensing agreement in Korea, where a new purpose-built container plant is scheduled for operation before the end of this year in the vicinity of Seoul.

A breakdown of 1976 exports of £2.4m. (£7.3m.) in percentages shows Americas 13 (7), Europe (excluding USSR) 16 (13), Africa 26 (12), Scandinavia 4 (3), Asia 4 (same), Middle East 16 (22), USSR 20 (38) and others—1 (same).

Mr. Davies points out that with both Anthony Carrimore and Seammell being purchased with-out recourse to any additional finance, it is to be expected that the exceptionally high liquidity of a year ago does not apply at this time. Nevertheless, total borrowings are still within most acceptable limits—at not more than 50 per cent. of group net worth. A statement of sources and application of funds shows a decrease in net liquid funds of £1.44m. (£2.47m. increase).

The ultimate holding company is Northants Investment, which has a 79 per cent. interest in York Transport Equipment (holding company), both incorporated in Ontario, Canada.

It is proposed to change the name of the company to York Bloomsbury Square, W.C.

Trailer Holdings. Meeting, Northampton, on May 24 at noon.

Maxim's expands to peak £55,000

Restaurateurs Maxim's expanded taxable profit from £35,302 to a record £55,349 on sales better at £1.74m. against £1.33m. in 1976. Stated earnings per 25p share were more than doubled at 15.5p (7.2p). The gross dividend is lifted to 4.5p (4p) but holders have the option of receiving shares instead of cash for the dividend.

Tax took £27,876 (£12,851) leaving a net balance of £27,473 (£12,651) before an extraordinary credit of £5,488 (debit £2,503).

Advance by Roberts Adlard

Builders merchants, Robert Adlard and Co. reports that for 1976 pre-tax profit advanced from £0.52m. to £0.55m. on turnover ahead from £6.46m. to £7.94m. Earnings per 20p share are shown to have risen from 10.48p to 12.76p and the dividend total is stepped up from 3.5475p to a year ago does not apply at this time. Nevertheless, total borrowings are still within most acceptable limits—at not more than 50 per cent. of group net worth. A statement of sources and application of funds shows a decrease in net liquid funds of £1.44m. (£2.47m. increase).

Leda Trust

The directors of Leda Investment Trust have appointed Rivermoor Management Services (company), both incorporated in Ontario, Canada. The company's office has been moved to 44 name of the company to York Bloomsbury Square, W.C.

THE NEW THROGMORTON TRUST LTD.

Capital Loan Stock Valuation—3rd May, 1977

The Net Asset Value per £1 of Capital Loan Stock is Nil.

Securities valued at middle market prices.

This advertisement complies with the requirements of the Council of The Stock Exchange in London.

United Biscuits (UK) Limited

Issue of U.S. \$30,000,000
 9 per cent. Bonds due 1989

Guaranteed by United Biscuits (Holdings) Limited

The issue price of the Bonds is 99.5 per cent. of their principal amount.

The following have agreed to subscribe or procure subscribers for the Bonds.

Morgan Grenfell & Co. Limited
 Kredietbank S.A. Luxembourgaise
 Swiss Bank Corporation (Overseas) Limited

The 30,000 Bonds of \$1,000 each constituting the above issue have been admitted to the Official List by the Council of The Stock Exchange.

Particulars of the Bonds and the Company are available in the statistical services of Extel Statistical Services Limited and may be obtained during usual business hours up to and including 18th May, 1977 from the brokers to the issue:

Rowe & Pitman, Hurst-Brown, City Gate House, 39/45 Finsbury Square, London, EC2A 1JA

Wood, Mackenzie & Co., 68/73 Queen Street, Edinburgh, EH2 4NS

Which international construction company is the 3rd largest private housebuilder in the UK?

Tarmac

The same company that manufactures and lays more roof waterproofing materials than any other in Europe.

The same company that has the largest production of blacktop for roads in the UK.

The same company that owns 100 quarries with reserves of 3000 million tonnes of stone.

The same company that, every day, is working on as many as 700 building and civil engineering contracts in the UK and around the world.

While Tarmac just means home to some, it's the diversity of our activities which gives us a unique strength in the construction industry.

Big in construction. Rich in resources.

Sp/10 13/50



'We are in good trim to meet any changing circumstances'

'We have, in spite of the financial pressures on us, invested more capital than ever before and certainly more than many other comparable technically orientated concerns.

In 1976 we spent £50 million in the United Kingdom and a further £17 million overseas. This investment was made even though large sectors of UK capacity remained under-utilised.

This expenditure, together with our longer-term plans and our current capital commitments, are clear signs of our confidence and our readiness to deal with the future, whatever form it may take.

We have shown our flexibility before and we are in good trim now to meet any changing circumstances.

Group sales for the year are expected to show some increase in volume on those of 1976 and this should enable benefits from the considerable expenditure on modernisation and replacement in recent years to be reflected in profits.'

Barrie Heath
Group Chairman

OUR RESULTS IN 1976

	1976 £ millions	1975 £ millions
Total Group sales	1501.2	1214.2
Of which sales by overseas companies were	483.1	359.7
Exports from the UK (goods and services)	203.4	143.8
Profit before tax	97.8	69.7
Dividends	15.7	14.3
Earnings per share		
- on earnings of the year	24.8p	16.8p
- on earnings prior to additional depreciation	37.6p	30.3p

Cash flow from operations	135.7	103.6
Total depreciation allocated to replace plant and other assets	47.6	41.9
Profits retained in the business	14.6	4.6

Total net assets employed	907.8	751.6
Capital expenditure	67.1	63.6
Spending authorised for capital investment	53.0	49.0

OUR WORLDWIDE INTERESTS

GKN is the largest user of steel in the UK and one of the world's largest engineering groups, employing 108,000 people, 34,000 of them overseas. In ten years we have built up a substantial business in Continental Europe - with sales last year of £346 million, only

£10 million less than GKN's total worldwide sales in 1966. We manufacture also in Australasia, India, southern Africa and North & South America. The Group's various trading operations and 1976 trading results are briefly as follows:-

AUTOMOTIVE COMPONENTS

Sales £639 million
Trading surplus £52 million
We are one of the largest suppliers to the world automotive industries. Our products include drive and propeller shafts, axles, clutches, crankshafts, universal and cv joints, tractor and truck cabs, bumpers, chassis frames, wheels, bearings, camshafts, connecting rods, valve rockers, push rods, fasteners, etc.

There was an increase in both value and volume of sales in the United Kingdom. We are one of the largest suppliers of components for front wheel drive vehicles from factories in UK and Europe, and there was a substantial uplift in sales in 1976 - output is being expanded and current negotiations may lead to manufacturing in North America.

PRIMARY METAL PRODUCTS

Sales £275 million
Trading surplus £23 million
Production of alloy and carbon steels, mostly supplied to other group companies for forging into components and for re-rolling and processing into bars, strip, section and wire rod; re-rolled and right steel products; aluminium smelting.

Some 425,000 tonnes of steel were produced at our Brymbo works which, apart from the blast furnace, operated at 100% activity levels. More than 20% of its external sales were in the export markets despite a worldwide steel industry recession. A 400,000 tonnes per annum steelworks and a 600,000 tonnes per annum rod mill were opened in Cardiff by HRH The Prince of Wales in February 1977.

GENERAL AND CIVIL ENGINEERING PRODUCTS & SERVICES

Sales £475 million
Trading surplus £15 million
We are one of the leading fastener manufacturers in the world. We make welding equipment, plastics machinery, furnaces, steel laminations, tubular welding fittings, extruded aluminium rods and filtration equipment. Construction services include foundations, reinforcements, scaffolding, formwork, central



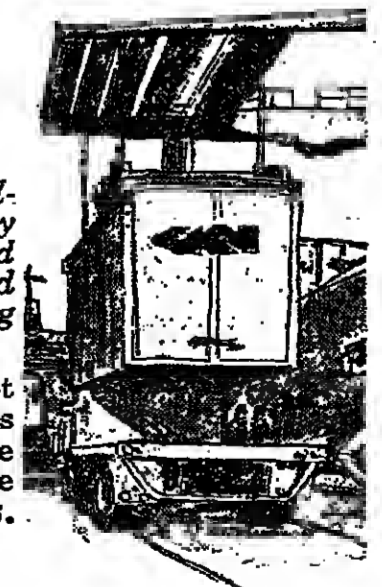
heating, air conditioning, locks, hinges and builders' hardware. We act as main contractors for 'turn-key' projects and execute contracts for plant and factories using Group 'know-how'.

Operations in fasteners, welding equipment and plastics machinery were adversely affected by depression in many countries. Trading conditions for construction industry supplies and electrical products were also difficult but sales of welding fittings and aluminium extrusions were improved. The major contract for the modernisation of airfields in Zaire neared completion, and we won a significant new contract to supply Poland with a plant to manufacture bearings.

WHOLESALE AND INDUSTRIAL DISTRIBUTION

Sales £294 million
Trading surplus £18 million
GKN has one of the principal steel stockholding and fastener and hardware distributing organisations in the United Kingdom with subsidiary activities in Europe. This includes flat rolled, stainless, tube, profile and general steel; automotive accessories and parts; fasteners, tools and hardware. We operate a national pallet hire pool and we provide vending machines and services.

Demand for steel products, tools, and hardware was better but not buoyant. There was a significant growth in automotive accessories and parts sales through the 'cash and carry' business but the volume of fastener sales was down. The GKN-Chep pallet hire pool made substantial progress serving many major food and grocery companies.



GUEST KEEN AND NETTLEFOLDS LTD
BRITAIN'S LARGEST INTERNATIONAL ENGINEERING GROUP

If you would like a copy of the 1976 Annual Report please write to:-
Guest Keen & Nettlefolds Limited,
Group Headquarters,
P.O. Box 55, Smethwick, Warley,
West Midlands B66 2RZ
Tel: 021-558 3131. Telex: 336321

or
GKN House, 22 Kingsway,
London WC2B 6LG
Tel: 01-242 1616. Telex: 24911

JOINT COMPANY ANNOUNCEMENT

ANGLO AMERICAN CORPORATION OF SOUTH AFRICA LIMITED ("AAC") and RAND SELECTION CORPORATION LIMITED ("RAND SELECTION")

MERGER OF AAC WITH RAND SELECTION ON THE BASIS OF 200 ORDINARY SHARES OF AAC FOR EVERY 100 ORDINARY SHARES OF RAND SELECTION

The Supreme Court of South Africa (Witwatersrand Local Division) ("the Court") granted an Order on 3rd May 1977 confirming the reduction of the share capital of Rand Selection to give effect to the merger of AAC and Rand Selection...

The rights of ordinary shares in Rand Selection are due to close on 6th May 1977. As the reduction of capital of Rand Selection to give effect to the merger has been confirmed by the Court...

To obtain their share certificates in respect of their entitlement to AAC ordinary shares in accordance with the merger, Rand Selection shareholders are requested to surrender their share certificates or other documents of title...

New AAC share certificates will be posted—

- (i) on 27th May 1977 in respect of the surrender of documents of title prior to the operative date; (ii) within 21 days of the receipt thereof in respect of the surrender of documents of title on or after the operative date; (iii) on 27th May 1977 in respect of shares to be issued to the subscribers to the Rand Selection rights offer.

A notice to holders of share warrants to bearer has been published in the Press today by the London Secretaries of Rand Selection giving details of the procedure to be adopted by bearer warrant holders regarding the surrender of their existing bearer warrants.

JOHANNESBURG 4th May, 1977. Registered Offices: 44, Main Street, Johannesburg 2001. London Offices: 40, Holborn Viaduct, EC1P 1AJ.

SHARE DISCLOSURES

Garton stake in Tomkins

Lanshire Bolt (Holdings), a lead dealing subsidiary of Garton Engineering (formerly Garton Cooper), has a 5 per cent stake in F. H. Tomkins, manufacturers and stockholders of nuts and bolts. The stake of 1,272,918 shares dates back to April 29, 1975, when Garton Cooper ceased to be a subsidiary of Cooper Industries...

Holding in Bond Worth

MR. ALFRED E. SINGER has acquired 397 Ordinary shares of Bond Worth Holdings. Mr. Singer, a director of the City's equity bank, Equity Capital for Industry, and formerly head of the Post Office Giro, recently became a non-executive director of Bond Worth as part of a major Board shake-up...

PHOENIX ASSURANCE COMPANY LIMITED Higher profits and stronger reserves

Extracts from the Statement of the Chairman, The Viscount De L'Isle, VC, KG. The group profit before tax in 1976 shows an increase of 35% over the previous year—£24.5 million compared with £18.2 million. Premium income on the general account increased from £24.5 million to £32.3 million...

Invisible Exports and Nationalisation. It is opportune here to recall the contribution which has over many decades been made to our international trading position by "invisible" exports. This is a factor often neglected (at least in public) by policy makers and commentators. The ability of our country to earn by its exports ("visible" and "invisible") sufficient income to supply energy and raw materials for industry, capital for expansion and to sustain our standard of living still rests on the very high proportion which "invisible" exports bear to our total trade...

Operational Review

Home Fire and Accident. In property insurance the commercial and industrial account produced a satisfactory margin of profit despite the severe storm damage which occurred in January. The long dry summer then brought problems with a record amount of subsidence damage mainly affecting the private house sector. Competition for commercial and industrial fire business was severe. A modest profit was achieved in the private car account but commercial vehicle business continues to be troublesome. Marine. The marine market is still experiencing difficult trading conditions. The aggregate marine premium income, including business of overseas subsidiaries, increased by 15% to £32.3 million and the underwriting loss was reduced from £1.7 million to £200,000.

Investment. Investment policy in the United Kingdom in 1976, both for life and non-life funds, was concentrated on the gilt-edged market where very high rates of interest were obtainable. In the United States investment of new money was similarly directed towards the purchase of high quality tax exempt bonds. At home full support was given to industrial companies coming to the market place for new capital but the volume of these new issues was rather lower than a year earlier because the high interest rate policy dictated by the Government's borrowing needs stilted new industrial demand.

SUMMARY OF RESULTS. Table with columns for 1976 and 1975. Rows include: Year ended 31st December, General insurance, Premiums written (net of reinsurance), Life business, New sums assured (net of reinsurance), Investment income, Underwriting transfers, General insurance, Long-term insurance, Taxation, minority interests and other charges, Group net profit, Cost of dividends, Profit retained, Earnings per share, Dividends per share. Values are in £m or £.

Computing systems. It's results that count. You're interested in results—not a philosophical debate about owning a computer or using a computer service. You want cost effective computing with a minimum of teething problems and headaches. We would like to make sure that you get just that. CSA Member Companies are part of a professional Computing Service Industry and cover all aspects of consulting, software, processing and recruitment services, supply and development. Make sure that your company gets the best, most cost effective results. Write or telephone now for a free set of CSA Briefing Notes. A Directory describing Member's services is also available.

A much better year. Highlights from the circulated statement of the Chairman, Mr. N. H. Gardner, T. D., B.A. Improvement over 1975 achieved with pre-tax profit up from £343,000 to £1,019,000 despite cash problems mid-year. Australian subsidiaries contributed £354,000 pre-tax, and half-interest in Adshel Ltd. £72,000. Board recommends final dividend 6.0p per share, making total for year 8.53p, 10% up on last year's total. Prospects for 1977 encouraging as U.K. poster industry settles down after problems of last year. Similar confidence in improvement in Australia. Results reflect hard work done by all who work with us. I want to pay just tribute to them.

L&P London and Provincial Poster Group Limited. 7886 Brigstock Road, Thornton Heath, Surrey.

INVEST IN 50,000 BETTER TOMORROWS!! 50,000 people in the United Kingdom suffer from progressively perverting MULTIPLE SCLEROSIS—the cause and cure of which are still unknown—HELP US BRING THEM RELIEF AND HOPE. We need your donation to enable us to continue our work for the CARE and WELFARE OF MULTIPLE SCLEROSIS sufferers and to continue our commitment to find the cause and cure of MULTIPLE SCLEROSIS through MEDICAL RESEARCH. Please help—Send a donation today to: Room F-1, The Multiple Sclerosis Society of G.B. and N.I., 4 Tachbrook Street, London SW1 1SJ.

Handwritten note: 1000 1250

APPOINTMENTS

THE COLLEGE OF ENGINEERING KING ABDULAZIZ UNIVERSITY, JEDDAH, SAUDI ARABIA

The College of Engineering, King Abdulaziz University, Jeddah, Saudi Arabia, invite applications for essentially under-graduate teaching assignments beginning Autumn, 1977 in the fields of PHYSICS, CHEMISTRY, MATHEMATICS, ARCHITECTURE, LANDSCAPE ARCHITECTURE, COMPUTER SCIENCE and AREAS OF CIVIL ELECTRICAL, NUCLEAR, INDUSTRIAL and MECHANICAL ENGINEERING.

Minimum qualification is Ph.D in the related discipline. The level of appointment will depend upon the number of years of teaching and allied experience. Research will be encouraged.

The pay scales are comparable with those of U.S.A. Housing or housing allowance is provided. There is no local income tax. A maximum of four Air travel Tickets are issued for use of employee and family including the two months summer vacation.

In applying please specify the position you wish to be considered for and enclose your curriculum vitae and supporting documents with names for two references and a summary of your Ph.D Thesis. Please reply not later than June 30, 1977 to:

College of Engineering King Abdulaziz University, PO Box 1540, Jeddah SAUDI ARABIA

LEGAL NOTICES

Notice is hereby given that the Petition for the winding up of the above-named company... is the High Court of Justice... in the Matter of GREY & BROOKS LIMITED...

MOTOR CARS

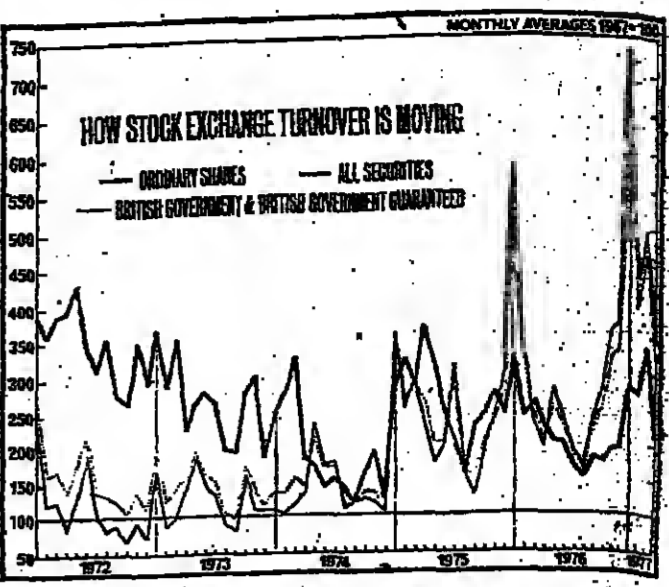
Folett PORSCHE NOW ON VIEW The fabulous new 924 manual and automatic model. ALSO The 911 and Carrera Range demonstration cars available.

STOCK EXCHANGE BUSINESS

Turnover down £4.6bn. to £10.6bn. last month

BY GEOFFREY FOSTER

STOCK EXCHANGE turnover in April was £10.6bn, £4.6bn. down on a month before, while the number of bargains fell from 224,822 to 436,267. The fall in business, just over 30 per cent in money terms, partly reflected four fewer trading days in April than in March.



The reduced level of business to equities was also reflected in the number of bargains done, which fell by 140,833 to 319,265, while the average size of individual equity deals showed a reduction from £4,137 to £3,767.

By the year, took an independent course to that in British funds. Dissension in the union movements about further pay restraint adversely affected sentiment. However, the FT 30-share index, from an end-March level of 419.4, touched 400.5 on April 6 before closing April a net 13.4 points higher at 432.9, which was only one point off the 41-month high recorded on March 17.

Table with columns: Category, Value of all purchases and sales (£m), % of total, Number of bargains, % of total, Average value per day (£m), Average value per bargain (£), Average no. of bargains per day. Rows include British Govt. and British Short Dated, Irish Govt., U.K. Local Authority, Overseas Govt. Provincial and Municipal, Fixed Interest Stock, Ordinary Shares, and TOTAL.

ENTERTAINMENT GUIDE

Entertainment Guide listing various theatrical productions, operas, and ballets across different venues. Includes titles like 'The Royal Opera', 'The National Theatre', and 'The Royal Ballet'.

INTERNATIONAL MANUFACTURING CORPORATION seeks hard driving MANAGER To organise/sale Prod Production in brand new U.K. plant. Fringe benefits, international earnings. Only experienced, ambitious, extremely hard workers need apply.

PERSONAL IS YOUR HOUSE TOO LARGE? Your house can be beautifully used if you add it to the National Charity (Relief the Aged). One person will be underused free of cost to you.

AIRCRAFT FOR SALE SABRE 75A S/N17. Only 680 hrs. since new. Dual FD109's will trade. KING AIR 200 S/N52. Only 600 hrs. since new. Beautiful 8 passenger interior.

COMPANY NOTICES ANGLO AMERICAN CORPORATION OF SOUTH AFRICA LIMITED Special Dividend No. 82 A Special Dividend of 8.25 cents a Share in respect of the 18 months ending 31st March 1976 has been declared payable to Shareholders registered in the books of the Corporation at close of business on 5th May 1977 and to all persons who have Ordinary Shares in the Corporation as at that date.

BOND DRAWINGS

THE SWEDISH LAMCO SYNDICATE 5 1/2% Sterling/Deutsche Mark Loan 1980 S. G. WARBURG & CO LTD., announces that the redemption instalment of £360,000 due 1st June, 1977 has been met by purchasers in the market to the nominal value of £164,000 and by a drawing of Bonds to the nominal value of £196,000.

ANGLO AMERICAN CORPORATION OF SOUTH AFRICA LIMITED RAND SELECTION CORPORATION LIMITED (RAND SELECTION) MERGER OF ANGLO AMERICAN CORPORATION OF SOUTH AFRICA LIMITED (AAC) WITH RAND SELECTION CORPORATION LIMITED (RSC) AND THE ISSUANCE OF NEW SHARES OF AAC FOR EACH ORDINARY SHARE OF RAND S. SECTION.

INTERNATIONAL UTILITIES OVERSEAS CAPITAL CORPORATION 5 1/4% Guaranteed Bonds 1986 S. G. WARBURG & CO LTD., announce that Bonds for the amount of U.S.\$315,000 have been drawn in the presence of a Notary Public, for the redemption instalment due 1st June, 1977.

ANGLO AMERICAN CORPORATION GROUP ORANGE FREE STATE GOLD MINING COMPANIES DECLARATION OF DIVIDENDS Further to the Dividend Notice advertised in the Press on the 11th March, 1977 the conversion rate applicable to converts in the United Kingdom currency in respect of the conversion of shares to shares in the Orange Free State Gold Mining Companies is hereby declared to be 100 to 1.

OPPORTUNITY Small private company with substantial cash funds is seeking investment or acquisition opportunity. Principals only. Write Box E9788, Financial Times, 10, Cannon Street, EC4P 4BT.

COMPANY WANTED If you are engaged in industry and make profits in excess of £100,000 p.a. and would like to join a Public Company, please write in strict confidence to the Chairman who will discuss the matter with you personally. Write Box E9789, Financial Times, 10, Cannon Street, EC4P 4BT.

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1.6bn month

NATIONAL ENTERPRISE BOARD'S FIRST REPORT

Ryder states case for intervention

A FUTURE of expanding interest in the controversial role of industrial reorganisation...

Lord Ryder, chairman of the Board, makes a hard-hitting case for intervention in certain situations.

But it must use commercial criteria for assessing its investment strategy. Successful and profitable companies not only create wealth for the country but create jobs as well.

up £54m worth of new public dividend capital. Another £425.5m was transferred to an account along with the companies for which the Board is taking over responsibility.

No dividend will be paid to the Government for the last financial year, but payment will be made in future at a rate agreed between the Board and the Secretary for Industry.

A further £21.5m has been taken up by the Board from the National Loan Fund at interest rates between 13.05 per cent and 12.09 per cent, depending on the year of maturity.

Out of a total of 47 Board employees, 18 earned annual salaries last year of more than £10,000. Lord Ryder is shown as receiving £21,850 and Mr. Leslie Marbury, his deputy, £20,000.

The eight other part-time Board members received £10,000 a year. Six executives earned between £10,001 and £12,500, three between £12,501 and £15,000, three between £15,001 and £17,500, two between £17,501 and £20,000 and one between £20,001 and £22,500.

The biggest salary in the Board's group of companies—between £47,501 and £50,000—was much higher than Lord Ryder's, and was paid to Mr. Alex Park, chief executive of British Leyland. Five other executives in Board-owned companies earned more than £30,000.

Three main roles

THE BOARD had three main roles, Lord Ryder says in his statement.

First, it was "a provider of industrial investment capital alongside the existing sources of finance to the private sector."

Second, it had to promote the rationalisation or restructuring of companies or groups of companies in particular sectors of industry.

Third, it was "a state holding company for shares in companies which have been passed to us by the Government or acquired on our own initiative."

To all these, effective commercial performance was important. "Irrespective of how our holdings came to be in our hands, whether inherited from the Government or purchased by ourselves, the Board's job is to ensure that they are properly managed on behalf of the taxpayer and where we are in a position to influence the companies concerned, to ensure that there is an adequate return on the public money invested."

"The NEB is different from the traditional nationalised industries because our activities are not confined to one particular sector of industry, nor are we in the public utility field."

"It is open to us to influence industrial performance over a much wider area than any one nationalised concern. At the same time, we have to compete successfully with firms in the private sector, both at home and abroad."

"Because our potential customers can choose between our products and those of our competitors, there is no way we can succeed unless we supply the right product, of the right quality, at the right price and at the right time."

Lord Ryder says that the Board could contribute to the long-term health of the economy by using its access to public funds to strengthen a particular company or sector of industry. This was best done by support in areas where the Board could show a "commercially acceptable" return on its investments.

"We believe that the only lasting cure for the evils of unemployment lies in helping industry to restructure, rebuild and redeploy, rather than by spending scarce resources in supporting projects with no future."

Although the report contains no detailed adjustment for inflation accounting, it says that a broad estimate has been made of the effects of applying the current cost method. On this basis, there would have been an overall loss for the period of £100m, instead of the £51m profit.

The Board says it remains committed to the idea of participating in large-scale joint export ventures, in spite of its two abortive efforts to promote such consortia last year. One of its major priorities was to find ways of using NEB funds to promote exports.

"Overseas contracts are becoming so large in value, and the conditions attached to them so onerous, that many U.K. companies do not have a big enough base to undertake the risks. In addition there is a tendency among developing countries to favour tenders with some form of government backing."

Reed and Smith Holdings: This paper, advertising and printing group, in which the Board has a 29.8 per cent stake, recovered from its £0.22m loss in 1975 to a £0.36m profit last year. The group expects to make further progress in 1977.

Sinclair Radcliffe: The Board has a 42.9 per cent of the equity of this pocket calculator company, which turned in a £0.36m loss in the year to April 1976.

Twinkl: This filing and office systems company is 53 per cent owned by the Board. Losses in the year to February 1976 totalled £0.70m, but after a further substantial loss in the first half of 1976-77, it returned to profitability in the latter half.

Since the end of the year, the Board has moved in several new areas and with a number of fresh companies. These include attempts to stimulate overseas marketing with a new subsidiary, INSAC Data Systems, and through agreements with Computer Analysts and Programmers and the United Medical Company International.

In its northern region the Board has formed Keland Sales in the electric transformer business, and R. R. Chapman (Sub Sea Surveys) to operate a remote-controlled managed underwater craft.

Turnover of the Board and its subsidiaries was £2.8bn, including exports of £1bn. Employees totalled 278,274 of whom 250,502 were based in the U.K.

The investments produced a return on capital of 11.8 per cent, a figure which would go up to 14.7 per cent if the investments in British Leyland and Rolls-Royce which the Board was asked to take over by the Government were excluded.

Explaining the shortfall in its own finances, the Board says the income it received from its subsidiaries during the year exceeded income payable to the Government by £1.02m. The Board is mainly financed by its earnings on the money which it in turn borrows from the Government.

These earnings were insufficient to defray administration expenses during a period when the Board's new investment activities were only just beginning to bear fruit. The Board had also had to meet the administration expenses of its organising committee, which had no opportunity to earn off-setting income from April to November 1976.

The overall loss of income was therefore some £1.02m, by the end of 1976.

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Lord Ryder says that the Board could contribute to the long-term health of the economy by using its access to public funds to strengthen a particular company or sector of industry. This was best done by support in areas where the Board could show a "commercially acceptable" return on its investments.

"We believe that the only lasting cure for the evils of unemployment lies in helping industry to restructure, rebuild and redeploy, rather than by spending scarce resources in supporting projects with no future."

Although the report contains no detailed adjustment for inflation accounting, it says that a broad estimate has been made of the effects of applying the current cost method. On this basis, there would have been an overall loss for the period of £100m, instead of the £51m profit.

The Board says it remains committed to the idea of participating in large-scale joint export ventures, in spite of its two abortive efforts to promote such consortia last year. One of its major priorities was to find ways of using NEB funds to promote exports.

"Overseas contracts are becoming so large in value, and the conditions attached to them so onerous, that many U.K. companies do not have a big enough base to undertake the risks. In addition there is a tendency among developing countries to favour tenders with some form of government backing."

Reed and Smith Holdings: This paper, advertising and printing group, in which the Board has a 29.8 per cent stake, recovered from its £0.22m loss in 1975 to a £0.36m profit last year. The group expects to make further progress in 1977.

Sinclair Radcliffe: The Board has a 42.9 per cent of the equity of this pocket calculator company, which turned in a £0.36m loss in the year to April 1976.

Twinkl: This filing and office systems company is 53 per cent owned by the Board. Losses in the year to February 1976 totalled £0.70m, but after a further substantial loss in the first half of 1976-77, it returned to profitability in the latter half.

Since the end of the year, the Board has moved in several new areas and with a number of fresh companies. These include attempts to stimulate overseas marketing with a new subsidiary, INSAC Data Systems, and through agreements with Computer Analysts and Programmers and the United Medical Company International.

In its northern region the Board has formed Keland Sales in the electric transformer business, and R. R. Chapman (Sub Sea Surveys) to operate a remote-controlled managed underwater craft.

Turnover of the Board and its subsidiaries was £2.8bn, including exports of £1bn. Employees totalled 278,274 of whom 250,502 were based in the U.K.

The investments produced a return on capital of 11.8 per cent, a figure which would go up to 14.7 per cent if the investments in British Leyland and Rolls-Royce which the Board was asked to take over by the Government were excluded.

Explaining the shortfall in its own finances, the Board says the income it received from its subsidiaries during the year exceeded income payable to the Government by £1.02m. The Board is mainly financed by its earnings on the money which it in turn borrows from the Government.

These earnings were insufficient to defray administration expenses during a period when the Board's new investment activities were only just beginning to bear fruit. The Board had also had to meet the administration expenses of its organising committee, which had no opportunity to earn off-setting income from April to November 1976.

The overall loss of income was therefore some £1.02m, by the end of 1976.

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Table with 5 columns: Company, Period covered by latest audited accounts, Turnover, Operating profit before interest, Share of profits of associated companies, Interest payable less receivable, Profit before taxation, Taxation, Profit after taxation, Minority interests, Profit before extraordinary items, Extraordinary items, Profit after extraordinary items, Preference dividends, Profit (loss) retained, Return on capital employed, Before interest and taxation, Before taxation.

ENTERTAINMENTS (Cont) THEATRES CINEMAS ART GALLERIES CLUBS

The Republic of Venezuela \$1,200,000,000 Medium-term Loan with Banco Central de Venezuela as fiscal agent for the Republic. Managed By: Bank of America NT & SA, Bankers Trust International Limited, Chase Manhattan Limited, Chemical Bank, Citicorp International Group, etc.

INTERNATIONAL FINANCIAL AND COMPANY NEWS

BMW to raise DM66m.

By Adrian Dicks BONN, May 3.

BAYERISCHE Motoren Werke (BMW), the Munich-based car and motorcycle manufacturer, will propose to its July 7 annual shareholders' meeting a rise in the dividend for 1976 from DM9 to DM10 per DM50 share, and a DM66m. capital increase...

SEL reports a steady recovery from recession

BY GUY HAWTIN FRANKFURT, May 3.

PROSPECTIVE PURCHASERS of Standard Elektrik Lorenz (SEL) shares have had their first preview of prospects for 1977. A million shares in SEL—a West German subsidiary of the U.S. conglomerate International Telephone and Telegraph—are to be offered to the public through the Federal Republic's stock exchange on Thursday at a price of DM200 per DM50 nominal share.

In Thursday's offer are being given an eight-year guarantee of a 21 per cent. dividend—rather higher than the average West German dividend level. This should create no problems whatsoever as independent shareholders currently control only 0.56 per cent. of SEL's equity...

Confidence in Varta upturn

BY OUR OWN CORRESPONDENT FRANKFURT, May 3.

VARTA, a major industrial holding of the Quandt group, has just reported that earnings look a major turn for the better last year. Furthermore, its management believe that things will go at least as well this year.

Steeper rate. In the first quarter of 1977 the battery manufacturer's sector saw sales rise by 13 per cent. to DM2,250m. while the Busch-Jaeger pharmaceuticals operation reported an 8 per cent. increase with sales totalled DM1,850m.

Higher profits expected by Petrofina

BRUSSELS, May 3.

PETROFINA S.A. expects a considerable profit rise in 1977 from 1976 as a result of higher North Sea crude oil and natural gas production, the Belgian oil company said in its annual report distributed on Monday.

realised, then the increase would have been 11.7 per cent. The cash flow, or profit plus amortisation, was B.Fr.12,380m. last year, down from B.Fr.14,380m. Expressed in francs, the cash flow decline was 13.4 per cent. while in dollar terms, it was only 4.9 per cent., Petrofina stressed.

AMERICAN NEWS

Car rentals anti-trust suit

BY STEWART FLEMING

BUDGET Rent-A-Car, the fourth largest of the U.S. car rental groups, has launched an anti-trust suit against the three companies that dominate the market—Hertz, Avis and National Car Rental. The three leaders have an estimated 40 per cent., 30 per cent. and 20 per cent. of the market respectively.

NEW YORK, May 3.

from the record \$156.9m. in the same period of 1976. The results for the quarter were about on target, Mr. John W. Hanley, chairman and chief executive officer, comments, though a performance breakdown by month differed somewhat from expectations.

The complaint alleges a violation of U.S. anti-trust laws and is similar in some respects to a Federal Trade Commission suit brought against the three companies in 1975. The Budget Rent-A-Car suit alleges that the companies have conspired to restrain trade in, and attempted to monopolise and have monopolised, the market for automobile rentals in airports throughout the U.S. and have recommended eligibility requirements which only they can meet.

Subsequently, in November of last year, however, the FTC began a new inquiry, this time into the promotional allowances that the major U.S. car manufacturers give to the rental companies. Although the rental companies use most makes of car available, they each have special links with one manufacturer. Hertz promotes Ford cars

Boeing optimistic on sales outlook. BOEING COMPANY expects sales in the remaining quarters of the year to be "substantially above" those for the first quarter, and over the year to reach a level somewhat above the \$3.9bn. level of 1976.

Earnings higher at Lockheed. LOCKHEED AIRCRAFT Corporation has announced earnings of \$12.1m. in the first three months of 1977, compared with \$10.9m. in the same period last year, reports the company.

Monsanto improvement. MONSANTO, the international chemical, plastics and fibres group, reports a fall of 5.7 per cent. in net income in the first quarter of the year to \$147.9m.

Table with 4 columns: KERR MCGEE CORP., EMHART CORPORATION, TEXAS EASTERN CORP., COCA COLA CO. Each column contains financial data for 1977 and 1976.

Romania gets lower spread

By Francis Ghitis

CREDIT LYONNAIS is lead manager of an international group of mostly French banks which will lend Romania \$75m for seven years at a split rate of 11 per cent. over Libor for the first four years and 14 per cent. over Libor for the last three.

EUROBONDS Weaker trend shown in dollar sector

BY MARY CAMPBELL

THE U.S. DOLLAR sector of the market has weakened perceptibly in the last few days, with some off-loading evident, dealers report. "It's crying time" is the way one dealer put it.

Interest in Canadian package

By Pauline Clark

STRONG EUROPEAN interest was reported yesterday for the week's new \$200m. bond package for the Canadian Government. Issued in three tranches with maturities of three, five and 20 years, the bonds were said to have been fully subscribed and managed more than in early trading.

Advertisement for Banco de Bilbao. The Spanish bank with the greatest international experience. Results for 1976. Table showing financial data for 1975 and 1976. Includes branch information for London, Paris, and New York.

Advertisement for The Royal Bank of Canada. 9% Debentures. To be dated June 1, 1977. To mature June 1, 1987. Price: 100 and accrued interest. Lists various financial institutions and agents.

Handwritten note: 100/100 12/50

JPY 10 1:50

INTERNATIONAL FINANCIAL AND COMPANY NEWS

VMF-Stork accuses Government of delay

BY MICHAEL VAN OS AMSTERDAM, May 3. AFTER the losses incurred in 1976, the 1977 results of VMF-Stork, Holland's largest industrial engineering group, will depend to an "important degree" on the restructuring programme started last year.

Swiss franc rate hits Interfood results

BY JOHN WICKS ZURICH, May 2. GROUP TURNOVER of Interfood S.A., Lausanne, a holding company whose main participations are the Suchard and Tobler chocolate and confectionery concerns, showed a slight decline of 0.3 per cent in 1976.

Ericsson sales rose 14% in 1976

By John Walker STOCKHOLM, May 3. SALES of L. M. Ericsson the Swedish telecommunications group during 1976 rose by 14 per cent to Kr.7,212m.

FOREIGN BANKS IN JAPAN BOJ teams move in

BY CHARLES SMITH, FAR EAST EDITOR THE BANK OF JAPAN, which has long exercised a degree of supervision over the lending policies of Japanese commercial banks, is starting what it calls "consultations" with foreign banks in Tokyo which can and probably will include advice on how the banks should conduct their business.

Triomf report unhelpful

By Our Own Correspondent JOHANNESBURG, May 3. THE OVERDUE annual report of Triomf Fertiliser Investments, the very highly geared fertiliser group which has recently completed construction of an ambitious R100m. phosphoric acid factory at the new port of Richards Bay, has been used by its ebullient chairman, Mr. Louis Luyt, as a base for a virulent attack on Government interference in private enterprise.

lending policies of foreign banks in Japan could assume particular importance in the context of a new round of liberalisation in Japan's foreign exchange controls which is now widely expected.

concerned, up to now, with checking on the banks' adherence to Japanese regulations, but have recently found it necessary to explain their lending policy to individual Japanese borrowers a rare kind of business for the foreign banking community in Tokyo.

The pre-tax profit amounted to Kr.407m, equivalent to 5.6 per cent of sales.

The group order intake amounts to Kr.7,170m, which shows a drop of 7 per cent. Investments in buildings, machinery and inventories amounted to Kr.586m.

On the whole, save Interfood in a letter to shareholders, the group has been able to face up satisfactorily to the sharp rise in the price of cocoa as its prime raw material, most group companies having disposed of substantial stocks purchased at more favourable price levels.

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Israeli banks debentures plan

BY L. DANIEL TEL AVIV, May 2. AFTER THE decline in public interest in domestic index-linked bonds and the rise in demand for the securities dollar used for investment in foreign stock markets, Israel's big banks are preparing to issue dollar-linked debentures.

We are present in the most important sectors of Spanish industry

The Instituto Nacional de Industria, Spanish Industrial Holding, known as INI, is one of the fundamental bases underlying Spanish industrial expansion, which has attained rapid advance in a developing country.

Petroleum and Petrochemistry. INI invests directly in petroleum exploration inside the country some 20 million dollars. HISPANOL, in petroleum exploration abroad, more than 50 million dollars yearly.

SELECTED EURODOLLAR BOND PRICES MID-DAY INDICATIONS

Table with columns for bond types (e.g., Australia, Canada, France, Germany, Italy, Japan, UK, US), denominations, and prices. Includes sub-sections for CONVERTIBLES and OTHERS.

INI SPAIN logo and contact information: Instituto Nacional de Industria, Address: Plaza Marqués de Salaria, 8, Madrid 6 - Spain. Tel: 22213 INI - Cable: ININDUSTRIA - Telephones: 401 40 04-402 31 35-401 40 08

Mining. ADARO is the company in Spain considered the most important for mining prospecting and engineering and the various companies of the group produce the 52% of the coal, 41% of the lignite, and the 37% of the potash mined nationally.

FARMING AND RAW MATERIALS

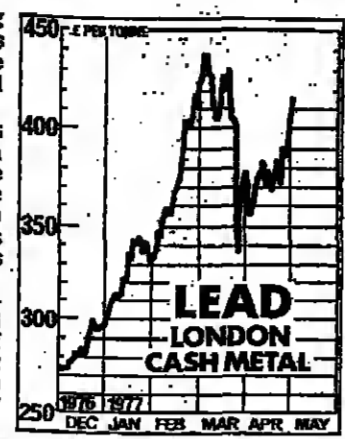
JPY 100 150

U.K. timber import bill warning

By Ray Ferran, Scottish Correspondent. BRITAIN COULD be facing price rises for timber - our third most expensive import - on the scale of the OPEC increases in oil...

General rise in London base metal prices

BY PETER MULLEN. THERE WAS a general firming in the price of all the base metals on the London Metal Exchange yesterday...



Cash wirebars ended the day £14 up at \$11 a tonne. Earlier Reuter reported from Washington, U.S. Bureau of the Mint officials had sealed offers in response to its buying tender for 12m. pounds of copper cathodes...

Peru stops anchovy fishing

LIMA, May 3. ANCHOVY fishing off the Peruvian coast will stop on Friday at the end of one of the shortest campaigns on record...

WORLD GRAIN

Stocks heading for another record

WASHINGTON, May 3. WORLD GRAIN stocks will rise again next year as will probably reach a record level of more than 200m. tonnes by mid-1978, according to the U.S. Agriculture Department reports UPI.

U.S. wheat price aim

THE SENATE Agriculture Committee has modified the target prices for wheat adopted earlier for fiscal year 1978...

World cotton forecast

WASHINGTON, May 3. WORLD COTTON production this season is still estimated at 67.7m bales (475 pounds each), about 3.1m. bales more than the output of last season...

U.S. dashes cocoa pact hopes

BY RICHARD MOONEY. HOPES OF an imminent change in U.S. policy towards the International Cocoa Agreement...

More Jamaican bauxite produced

By Claude James. JAMAICA'S BAUXITE production increased 17.4 per cent in the first quarter of this year compared with the corresponding period last year...

BRAZIL SOYA TAX

RIO DE JANEIRO, May 3. BRAZIL'S NATIONAL Monetary Council has raised the ad valorem export tax on soyabean, meal, cake and oil to 12 per cent.

Rain and hail ravage North Indian winter wheat crops

BY K. K. SHARMA. NEW DELHI, May 3. UNSEASONAL RAIN and hailstorms all over the wheat-growing states in Northern India...

of damaged wheat for animal and poultry feed. But for the farmer will not get the guaranteed minimum support price...

create additional storage capacity for at least 3.2m. tonnes and other steps are being taken on "a war footing"...

HK EXCHANGE GETS LICENCE

HONG KONG, May 3. The Government has approved the application by the Hong Kong Commodity Exchange for a licence.

COCAO

Values traded in very quiet conditions, reports Gill and Duffett. COCOA (Keweenaw) + or - London Close.

COFFEE

Despite fairly large fluctuations, London coffee futures prices were broadly steady to slightly higher on May 3. U.S. market was mostly steady.

PRICE CHANGES

Table with columns for commodity names (e.g., Wheat, Corn, Soyabean) and price changes per tonne or bushel.

U.S. Markets

Table with columns for commodity names (e.g., Cocoa, Coffee, Cotton, Sugar) and price changes per tonne or bushel.

Table with columns for commodity names (e.g., Tin, Zinc, Lead, Copper) and price changes per tonne.

Advertisement for C.C.S.I. Commodities Ltd. featuring a logo and text: 'A Complete Commodity Service. The risks (and possible rewards) in trading commodity futures today are greater than ever before...'.

Advertisement for C.C.S.I. Commodities Ltd. with contact information: 'Walsingham House, 35 Seething Lane, London EC3N 4AH'.

Advertisement for Cyanamid featuring a logo and text: 'Cyanamid. Feed Antibiotic. Avoparcin.'.

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Advertisement for Company Notices containing legal notices from Horns Brothers Limited and others.

Table with columns for commodity names (e.g., Tin, Zinc, Lead) and price changes per tonne.

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STOCK EXCHANGE REPORT

Gilts up after early falls and equities above worst Share index down 2.7 at 428.0—Pressure on Banks—Oils dull

Account Dealing Dates... The narrow limits within which leading equities have traded since Monday's start to the second leg of the Account was seen in the movements of the FT 30-share index which was 4.8 off at yesterday's lowest at 11.2 and 60.66 for an overall rise of 1.08 in the last five trading sessions.

while the dividend forecast accompanying details of the proposed rights issue left Watts Blake and Beattie only a penny better at 139p, Norwest-Holst, on the other hand, cheapened 7 to 67p on profit-taking and Richard Costain gave up 4 to 189p; the latter's preliminary results are due next Tuesday.

FINANCIAL TIMES STOCK INDICES. Table with columns for various indices (Government Sec, Fixed Interest, Industrial Ordinary, etc.) and rows for dates from May 3 to May 2, 1977.

HIGHS AND LOWS S.E. ACTIVITY. Table showing high and low prices for various stocks and their activity in the South East.



Banks dull... The big four Banks remained dull as adverse comment about profit margins brought further selling pressure. Following a fairly active business, Midland closed with a fresh fall of 7 to 207p, while Lloyds and National Westminster shed 5 to 200p and 20p, respectively.

L. Wigfall advance... Little worthy of note occurred in the Electrical leaders, which moved within narrow trading limits. Elsewhere, H. Wigfall were outstanding at 130p, up 6, on speculative demand in a restricted market.

Hay's Wharf up... Metal Box gave up 6 to 294p, but other losses in the miscellaneous industrial leaders were limited to a few pence. Hay's Wharf was a late firm feature at 152p, up 5p, on news that the takeover Panel had permanently lifted the restrictions imposed on its holding in Hay's Wharf.

Gilts erratic... Changing views about the likely course of Minimum Lending Rate this week are reflected in thin and erratic market in gilt-edged. The opening trend among mediums and longs was easier and several high-coupon issues were down a little as a sporadic demand, presumably on gilt-edged, reversed the tendency.

RECENT ISSUES EQUITIES... Table listing recent equity issues with columns for Issue No., Issue Name, and Price.

RECENT ISSUES FIXED INTEREST STOCKS... Table listing recent fixed interest stock issues with columns for Issue No., Issue Name, and Price.

Gray Dawes & Company Limited. A fully authorised bank and a wholly owned subsidiary of Inchcape & Co. Limited. Wish to announce that they have no connection with G. R. Dawes Holdings Limited, the Birmingham based banking and industrial holding company whose directors are proposing that the latter company should go into members' voluntary liquidation.

FIXED INTEREST STOCKS. Table listing various fixed interest stocks with columns for Issue No., Issue Name, and Price.

RIGHTS OFFERS. Table listing rights offers with columns for Issue No., Issue Name, and Price.

ACTIVE STOCKS. Table listing active stocks with columns for Stock Name, Denomination, Closing Price, and Change.

OPTIONS TRADED... Calls were dealt in Capital and Counties Property, British Land, Burmah Oil, Courtauld, Brown, GEC, Land Securities, Premier Consolidated Oil, Stead and Simpson, A. Burnett and Hattamshire, Lennox, Combined English Stores, British Reserve, National Westminster Bank Warrants, Cavendish Warrants, GKN, Shell Transport, ICI and Gower. Puts were done in ICI, Burmah Oil, Lloyds Bank and ICI while doubles were arranged in Cavendish, Shell Transport, Bormab Oil, ICI, EOC International, Whescon, Capital and Counties, Dunlop, Town and City Properties, P & O Deferred and Lloyds Bank.

FT-ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

EQUITY GROUPS. Table showing equity group indices for Tuesday, May 3, 1977, with columns for Group Name, Index, and Change.

FIXED INTEREST. Table showing fixed interest indices for Tuesday, May 3, 1977, with columns for Index Name, Index, and Change.

NEW HIGHS AND LOWS FOR 1977. Table listing new highs and lows for various stocks in 1977.

RISES AND FALLS YESTERDAY. Table listing rises and falls in stock prices yesterday.

JPY 100 1.50

AUTHORISED UNIT TRUSTS

Table of authorised unit trusts including categories like British Life, British American, and various international funds. Columns include fund names, managers, and performance metrics.

BASE LENDING RATES table listing interest rates for various banks and financial institutions, including A.B.N. Bank, Allied Irish Banks, and others.

Advertisement for a stock exchange investor, featuring a telephone number (01-2468026) and a circular logo.

OFFSHORE AND OVERSEAS FUNDS

Table of offshore and overseas funds, including categories like Fidelity, Kemper, and various international investment funds. Columns include fund names, managers, and performance metrics.

INSURANCE, PROPERTY, BONDS

Table of insurance, property, and bond products, including various life insurance policies, property insurance, and bond offerings from companies like Abbey Life and others.

INSURANCE BASE RATES advertisement showing rates for property growth and annuities, with a note about the Coral Index.

Brown Shipley the right size for your merchant bank Founders Court, Leithbury London EC2R 7HE

FT SHARE INFORMATION SERVICE

CANADIANS

Table listing Canadian stocks including Alcan, Bell Canada, and others with columns for Stock, Price, and % Change.

BUILDING INDUSTRY—Continued

Table listing building industry stocks such as Bovis Lend Lease, Bovis Lend Lease, and others.

DRAPERY AND STORES—Continued

Table listing drapery and stores stocks including Debenhams, Debenhams, and others.

ENGINEERING—Continued

Table listing engineering stocks such as Balfour Beatty, Balfour Beatty, and others.

BANKS AND HIRE PURCHASE

Table listing bank and hire purchase stocks including Abbey National, Abbey National, and others.

CHEMICALS, PLASTICS

Table listing chemicals and plastics stocks such as ICI, ICI, and others.

ELECTRICAL AND RADIO

Table listing electrical and radio stocks including Ferranti, Ferranti, and others.

ENGINEERING, MACHINE TOOLS

Table listing engineering and machine tools stocks such as Brown Peas, Brown Peas, and others.

COMMONWEALTH & AFRICAN BONDS

Table listing Commonwealth and African bonds including Kenya, Kenya, and others.

BEERS, WINES AND SPIRITS

Table listing beer, wine, and spirit stocks such as Carlsberg, Carlsberg, and others.

CINEMAS, THEATRES AND TV

Table listing cinema, theatre, and TV stocks including British Electric, British Electric, and others.

FOOD, GROCERIES, ETC.

Table listing food and grocery stocks such as Asda, Asda, and others.

AMERICANS

Large table listing American stocks including IBM, IBM, and others.

DRAPERY AND STORES

Table listing drapery and stores stocks including Debenhams, Debenhams, and others.

ENGINEERING, MACHINE TOOLS

Table listing engineering and machine tools stocks such as Brown Peas, Brown Peas, and others.

HOTELS AND CATERERS

Table listing hotel and catering stocks including Whitbread, Whitbread, and others.

Main vertical table on the right side of the page listing various stocks and their prices.

Handwritten note: 1000 1550

Jayco 1.50

INDUSTRIALS—Continued. Table listing various industrial stocks with columns for High, Low, Stock, Price, Div, and Yld.

MOTORS, AIRCRAFT TRADES. Motors and Cycles. Commercial Vehicle. Components. Garages and Distributors. Table listing various motor and aircraft related stocks.

PROPERTY—Continued. Table listing various property and real estate related stocks.

TRUSTS—Continued. Table listing various trusts and investment funds.

MINES—Continued. CENTRAL AFRICAN. AUSTRALIAN. MISCELLANEOUS. Table listing various mining and resource stocks.

International Financial DAIWA SECURITIES logo and header.

MINES—Continued. CENTRAL AFRICAN. AUSTRALIAN. MISCELLANEOUS. Table listing various mining and resource stocks.

NOTES. Table listing various notes and financial instruments.

TEAS. Table listing various tea and beverage related stocks.

INDIA AND BANGLADESH. Table listing various Indian and Bangladeshi stocks.

SRI LANKA. Table listing various Sri Lankan stocks.

AFRICA. Table listing various African stocks.

MINES. Table listing various mining stocks.

CENTRAL RAND. Table listing various Central Rand stocks.

EASTERN RAND. Table listing various Eastern Rand stocks.

FAR WEST RAND. Table listing various Far West Rand stocks.

O.F.S. Table listing various O.F.S. stocks.

FINANCE. Table listing various finance and investment stocks.

Regional Markets. The following is a selection of London quotations of shares previously listed only in regional markets.

A selection of Options traded is given on the London Stock Exchange Report page.

